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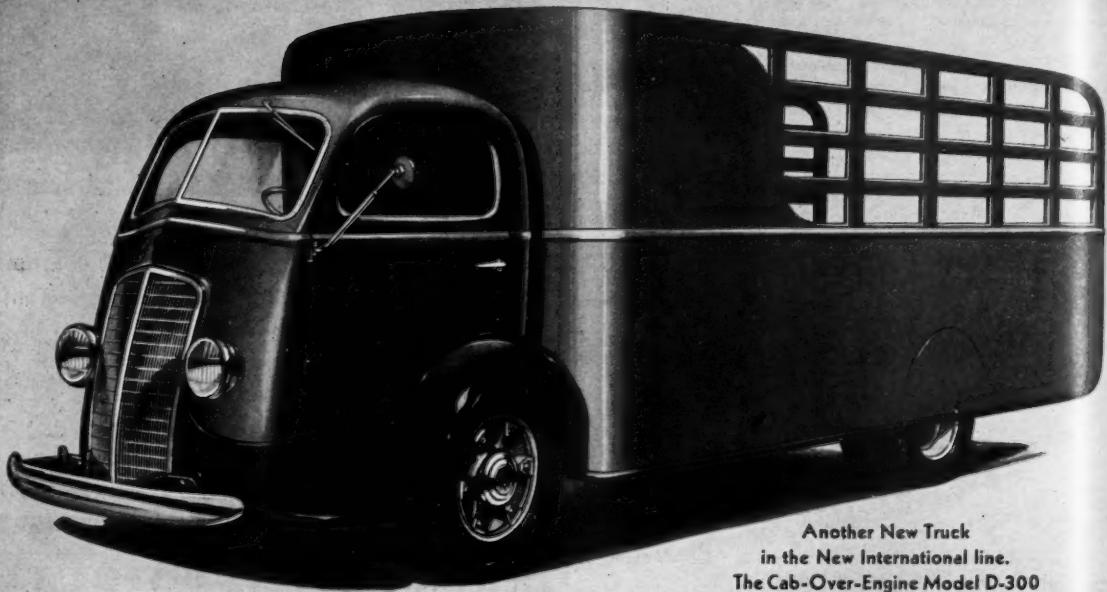
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THE New CAB-OVER-ENGINE INTERNATIONALS



Another New Truck
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The Cab-Over-Engine Model D-300

As in the other models in the New International line, this new Cab-Over-Engine International is new in construction as well as in design. It offers a new standard in performance as well as in appearance.

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Here is the ideal low-price truck in the 1½-ton field for today's crowded traffic. A new truck from the ground up. *All-truck* like every other International.

INTERNATIONAL HARVESTER COMPANY
Harvester Building (INCORPORATED) Chicago, Illinois

ALL OVER THE UNITED STATES DEMONSTRATION TIME!

For the New International
Cab-Over-Engine Truck

Ride and drive the new International Model D-300 in congested traffic. Prove to yourself that this International is far ahead of the entire cab-over-engine truck field. It's really *seat-over-engine*, and that's better yet.

Call the nearest Company-owned branch or International dealer for a demonstration. No obligation!

INTERNATIONAL TRUCKS

The Editor's Page

TRAFFIC IGNORANCE COSTLY

THE series of articles on traffic management started in the July issue of *D and W* have one outstanding purpose, namely, to impress on those not blessed with well-managed traffic departments the fact that they can or may be losing money in this all-important function of their business. The savings that can be effected are legion, but only possible when under expert guidance.

We have been doing some sleuthing lately to unearth practices in the handling of traffic that are wasteful and costly. Shipper "A" stated that it did not need a traffic manager, because each year it employed accountants to audit its freight bills. Upon investigation, we found that the 1937 audit took 5 weeks, cost \$800 and disclosed \$11,000 of overcharges in excess of published tariff rates. This shipper is now endeavoring to collect refunds, but alas, a number of trucking concerns he did business with, are out of business. Needless to say, that a well-informed traffic manager would not have approved for payment such overcharges; at least he would have more than earned his salary by routing this company's freight more economically.

Shipper "B" believed that when 30,000 lbs. of freight was offered to a trucking company when that company's truck capacity was 20,000 lbs., that he could be charged a truck load rate on 20,000 lbs. and less-truck load rate on 10,000 lbs. This shipper did not know that it was legal to mark B/L "Part lot balance to follow", and the truck company did not advise him what was the proper thing to do.

Shipper "C" has a main office in a large eastern city and a plant for shipping in the South. A woman bookkeeper and stenographer is traffic manager. She has been routing freight via some irresponsible truck operators and is unable to collect claims for damages because it is her understanding that when more than one carrier is involved in a line haul, then no claim for damages may be filed or collected.

Shipper "D" was under the impression, due to an alleged I.C.C. order, that the rate on his commodity is between two points and that any truck operator who had a rate higher or lower was in violation. The solicitor for the truck company who used this faked I.C.C. order is still enjoying the tonnage, even though lower rates prevail.

Some of the foregoing companies could use the

excuse that they are too small to afford the services of a traffic manager, but it is our opinion that no company, no matter what its volume may be, can afford to ignore or minimize the importance of this department. The relation of profits and distribution costs are too close in most instances to permit haphazard direction of shipping, warehousing, etc. A good traffic manager might prove the answer to more fullsome figures on the profit side of the ledger.

HOME CONSTRUCTION LAGS

SHOCKED by the increased costs—15 per cent in the last year, 5½ per cent since March 1, great number of prospective builders of small homes from New York to Seattle have given up their plans. So uncertain is the future price outlook that contractors in many communities intend to undertake new construction only on a cost-plus basis with the buyer taking the risk of wage and material boosts.

Home building costs are now 94.8 per cent of the 1926-1929 boom peak, with the home that cost \$4,000 in 1936 now costing \$4,602 to build. In some cities like Cincinnati, Cleveland, Minneapolis, San Francisco and Seattle, residential construction costs today are higher than during the last boom.

Prospects of a building boom this year have faded; many speculative builders are out of the market, having canceled earlier plans for an active year; many residential contractors are ceasing contract work and for the immediate future at least will accept work only on a cost-plus basis.

WORK AND WAGES

THE transition of the United States from an agricultural to an industrial economy, with a steady increase in the wage and salary earning class and rising wage levels, is reflected in a compilation of "Facts" issued by the Chamber of Commerce of the United States.

Some of these facts from recognized sources, brought together under the heading "Work and Wages" are:

To provide for the material requirements of the 129,000,000 people of the United States 46,697,000 persons were employed in May, 1937.

Industry, including manufacturing, construction,

power, etc., employs 15,460,000 persons, compared with 10,953,000 for agriculture.

Government in the United States—Federal, State and local—has the longest payroll—nearly 3,500,000 regular employees.

The Federal Government employed in the "regular establishment" in 1937 1,147,000 persons including workers on various relief projects, approximately 3,789,000 received Federal Government pay checks in February, 1937.

The Chamber estimates that not more than two and a quarter million persons, willing and able to work, were unemployed at the end of May, 1937.

Eighteen major industries, turning out goods unknown 50 yrs. ago employed 1,123,000 workers in 1929 and the number has since increased.

Business—all producing, distributing and servicing activities—paid out in four depression years, 1930-1934, eighteen billion dollars more than it received.

Labor's share of the total income paid to employees was larger in 1936 than in 1929. Labor now receives 66.5 cents of the national income dollar.

Average earnings per hour were 46.4 cents in 1919 and 57.2 cents in 1936.

In terms of 1929 purchasing power the average

yearly wage per full time wage earner increased from \$1,337 in 1929 to \$1,678 in 1936.

Based on a 1923-1925 average as 100 the hourly wage index number for 1840 was 14.9. In 1935 it was 93.2.

The average work week has been shortened from 56.7 in 1900 to 38.9 in 1936.

Taking 1900 as a base, production per man hour increased from 100, for that year, to 264.2 in 1936.

INVENTORIES

If peace in Europe or the Far East is maintained and if the present bumper crop prospects are realized, resulting in a farm income from \$1,500,000,000 to \$2,000,000,000 greater than last year, the fall trade will exceed the most optimistic expectations. This is the time when inventories should be above normal, state most authorities.

Continued peace will mean increased world trade, and business here will be greatly stimulated by the marginal influence of foreign demand, which normally takes 10 per cent of our production. European conditions must be watched very closely, because this summer they are in as critical a stage as they were in the summer of 1914, preceding the outbreak of the World War.

Occupancy Figure of 67.7% on May 31 Marks Highest Level in Six Years

THE August release of the Bureau of the Census of the Department of Commerce indicates a continuing up-turn in the occupancy "curve" of public merchandise warehousing.

Presenting final figures for April and provisional ones for May, the release gives 65.7% as the average occupancy, for the entire country, at the close of April; and 67.7% on the final day of May.

May 31st's provisional 67.7% is the highest level reached in six years. On the last day of February of 1931 the percentage 67.9. All subsequent monthly percentages have been below the provisional 67.7 recorded for this past May 31.

The current advance began after the turn of the year. The mark for Dec. 31, 1936, is 61.6. The percentages since then have been 62.0 on Jan. 30; 62.4 on Feb. 27; 64.8 on March 31; 65.7 on April 30; and provisionally 67.7 on May 31. The February, March, April and May percentages are well above the ones recorded for the corresponding months in 1936.

The provisional 67.7 for this past May 31 compares with 61.2 at the close of May of 1936—an advance of 6.5% across the twelve months. The Government has been compiling these statistics since January of 1928, and the records maintained by *D and W* show that only three times, in 1928, 1929 and 1930, has the percentage at the end of May been higher than the provisional 67.7 for this past May 31.

The accompanying "Occupancy Leaders Among the States" comparison shows that Idaho-Wyoming was provisionally the leader on May 31, with 85.7%. Idaho-Wyoming held same first rank, with 97.0% at the close of the previous May.

Among the individual cities, Chicago led on this past May 31 with 88.2%, followed by Detroit with 86.7, Kansas City with 77.5, St. Louis with 73.8, and the New York metropolitan district with 68.3.

Advances this past May 31 compared with April 30 were indicated for Massachusetts, Rhode Island, the New York metropolitan district as a whole, New Jer-

sey outside that district; for Pennsylvania, Ohio, Illinois, Detroit, Wisconsin, Minnesota, Iowa, Missouri, except in Kansas City; for North and South Dakota, Nebraska, the grouping of Maryland and Delaware and District of Columbia; for Georgia-Florida, Kentucky-Tennessee, Texas, Idaho-Wyoming; for the grouping of Arizona, New Mexico and Utah; and for Colorado, Washington-Oregon, and California. The sharpest increase recorded is 19.1%, for New Jersey outside the metropolitan district.

Tonnage

During this past May 544,391 tons arrived at 965 reporting warehouses. Of this total, 463,334 tons, or 85.1%, entered storage, the balance being delivered on arrival. In April, 967 warehouses reported receipt of 508,690 tons, of which 82.8% or 420,976 tons, entered storage, the balance being delivered on arrival.

May was the third consecutive month in which the receipts of the reporting warehouses exceeded 500,000 tons—a figure not previously passed since October of 1933.

Occupancy Leaders Among the States

Percentages*	Percentages
May 31, 1937	May 31, 1936
85.7 Idaho-Wyoming	97.0 Idaho-Wyoming
85.5 Alabama-Mississippi	81.4 West Virginia
84.1 No. of So. Carolina	80.9 Arizona-New Mexico
83.9 Arkansas-Oklahoma	80.6 Conn.-Vt.-N. H.
80.6 Nebraska	80.6 Arkansas-Oklahoma
80.0 Kentucky-Tennessee	80.4 Kentucky-Tennessee
78.2 Washington-Oregon	75.4 Michigan
77.9 Ohio	75.2 Washington
77.2 Georgia-Florida	74.4 Alabama-Mississippi
77.0 Ill. (except Chicago)	73.8 Oregon and Montana

*1937 percentages are provisional.

Sims Succeeds Stephens at General Foods

L. V. Sims, formerly of the Detroit Board of Commerce, has succeeded H. H. Stephens as western traffic manager of the General Foods Corp., Battle Creek, Mich.

A National Drug Manufacturer

SAVES 50%

ON

DISTRIBUTION COSTS

Through Use of
Public
Warehouse
Service

THAT use of public warehouse facilities is by far the most economical means of merchandise distribution is demonstrated in a striking way by the experience of the manufacturers of a long established line of drug products. This company saves more than 50 per cent in distribution costs through use of twenty-six public warehouses located at strategic points throughout the United States.

"We wouldn't consider warehousing our own stocks," says one of the officials of this drug company. "Public warehouses save us a minimum of 50 per cent in this phase of distribution. In some cases, the saving would probably amount to as much as 75 per cent."

Benefits of Public Warehousing

He states further, "Because we handle a volume of this type of business, the public warehouse is able to offer us an economical distribution service which we couldn't hope to duplicate in any other way. Even with an increased cost of 50 per cent or 75 per cent, we couldn't maintain warehouses at all comparable to public ones. We would have to content ourselves with inferior buildings in side street locations. The cost of maintaining Class A warehouses of our own would be absolutely prohibitive."

"Insurance costs enter the picture here. Rates on merchandise stored in an inferior building would be far greater than they are now."

"Public warehouse service also has an important advantage over private warehousing from the standpoint of stock protection. When merchandise disappears in a company's own warehouse, its only recourse is to find the man responsible and fire him. When there is a loss in a

public warehouse, the company gets a check for it.

"Then, too, in operating your own warehouse, you only get one check on merchandise. In using the public warehouse, you get a double check—that made by the warehouse and your own. If there is any discrepancy between the two, an investigation is made and the cause immediately discovered. At the end of every month, we get a complete report from the warehouse so that we know exactly where we stand."

Handling Advertising Material

"Use of a good public warehouse in each important distribution center also enables us to distribute our advertising literature at a fraction of what would otherwise be the cost. Each year, some 60,000,000 booklets are put out. One batch alone requires twenty-eight freight cars when they are shipped out of the metropolis."

"By shipping them in carload lots to the public warehouses we use in distribution centers, we

get the benefit of carload prices. Even if we had our own warehouses in these localities, we wouldn't have the facilities for handling the booklets without an excessive cost."

"In some instances, we have to back-ship out of the distribution centers but even so, we save a great deal on this distribution. For instance, out of a Western city, we have to ship the material back to Arizona, which we cover out of this warehouse. But, only comparatively small quantities are sent to these points so the less-than-carload cost is comparatively small."

"Local distributors of the literature pick it up right at the warehouse so we have no cost here. Re-shipping to other points in the territory is done immediately. Our only expense at the warehouse is for handling charges—no warehousing is involved."

"Relationships between our wholesalers and the public warehouses we use have been very friendly. Here and in every other city I have visited, the type of service given by the warehouses has been beyond reproach. We couldn't hope to do nearly as well in our own places."

Operating System

This company consigns its merchandise to the wholesalers. In all cities where warehouses are located, the wholesalers pick up at the warehouse docks. The warehouses ship out-of-town orders on instructions of the company, using pickup and delivery service.

Everything is put up in corrugated cartons or shipping cases. The packs run on an average of six dozen to a case. National distribution through public warehouses runs in the

(Concluded on page 33)

The value of a properly trained and efficiently operating traffic manager to his firm is pointed out in this article by

CARLETON CLEVELAND



MANAGING THE TRAFFIC DEPARTMENT

MANAGEMENT of a business, throughout its various departments, involves mental efficiency, discipline, and training. Managing an industrial traffic department likewise requires training, mental alertness, and application. It will be remembered that a distinction was made in previous articles between the industrial traffic manager and the railroad traffic manager—the first being one who is a purchaser of transportation, while the other is one who sells transportation service.

The industrial traffic manager, after he has organized his department and has brought all the various duties pertaining to the moving of raw materials and finished goods into the one department, as previously outlined, must see to it that this department is kept functioning without hitch or hindrance, and must be able to give a good account of his department by showing economical management, minimizing waste in time, money, and annoyance.

Managing a traffic department

is some respects is like managing any other department. First of all the one who undertakes this work must understand traffic. Then, too, he must be willing to put into use his God-given intelligence, and he must be able to get on well with his superiors in the organization, with his outside contacts, with his subordinates, and with the heads of other departments.

The duties of the manager of the traffic department of an industrial plant fall into four distinct classifications, namely: (1)

As executive in connection with other department heads and with outside contacts. These require cooperation, as illustrated, in finding the best and most economical ways of bringing raw material into the plant, which involves cooperation with the purchasing and production departments, and the purchasing of transportation service; cooperation in finding new sales territory, requiring a knowledge of locations and their accessibility; planning distribution through warehouses, which means cooperation with the sales department. Contacts with carriers must also be made, and with service companies, manufacturers of containers, equipment manufacturers, etc., and occasionally with trade, traffic and community associations. (2) Administrative duties having to do with types and cost of transportation, involving sometimes legal aspects and questions of tariff

and rates. (3) Administrative work in connection with supervising the physical handling of all traffic—inbound and outbound; and supervising the keeping of records. (4) Administrative work in connection with transportation facilities actually owned by and operated by the company.

A traffic manager, to be successful, must therefore have a thorough knowledge of traffic and its management, and be a capable administrator and executive. He is made responsible for buying efficient transportation for the moving of materials and products into and out of the manufacturing plant; and is the managing head of all the actual work of the company's traffic matters and everything pertaining thereto.

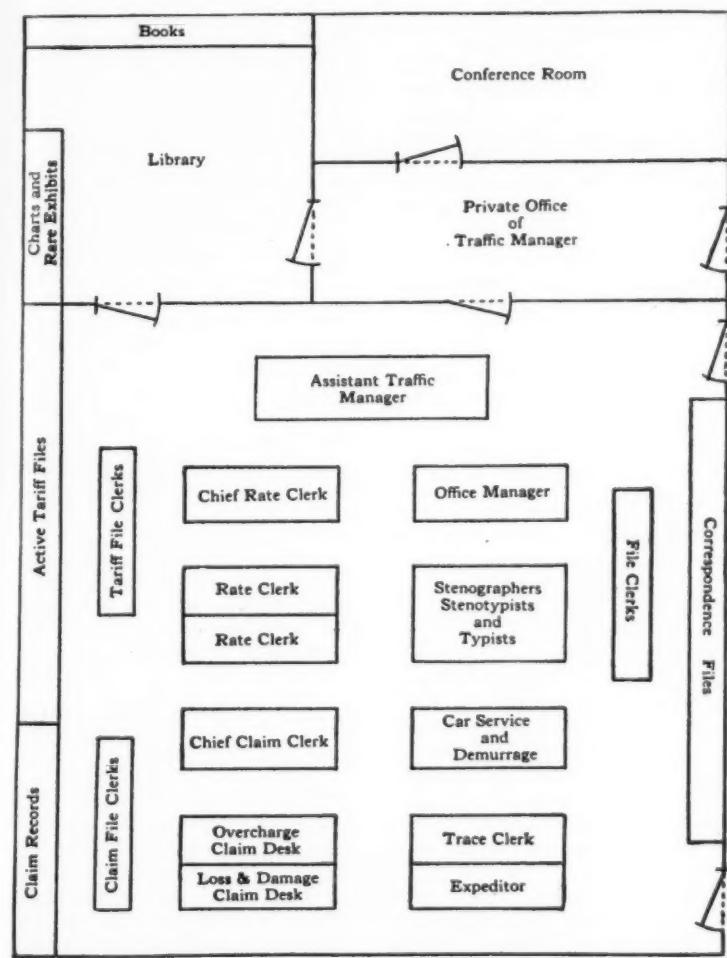
It was shown in a previous article that in a small concern it is best to simplify the department as much as possible at the

start; and since the shipping department seemed the most obvious point to make a beginning of operations, that department was given first consideration.

One of the first steps is the selection of personnel who are to perform the various divisions of the work. Qualifications of the applicants must be considered, education, previous experience, record of past employment, and technical training for the position in question. In the dim past, railroad or steamship training was considered essential, but since the technique of doing the work of the traffic department, including checking of rates, routing shipments, collecting claims, and handling cases before state and interstate commissions, is now taught in a number of schools, railroad and steamship experience is no longer considered absolutely necessary. However, in addition to technical training there should be in the applicant a liking for the work and a desire to continue study so as to keep abreast with changing conditions.

Suppose we first take a look at some of the tools (so to speak) that are required for the economical management of outgoing and incoming shipments. Desks, tables, office equipment, containers, stamps, stencils, and other paraphernalia will not be considered here, as these will depend upon the type of products to be handled.

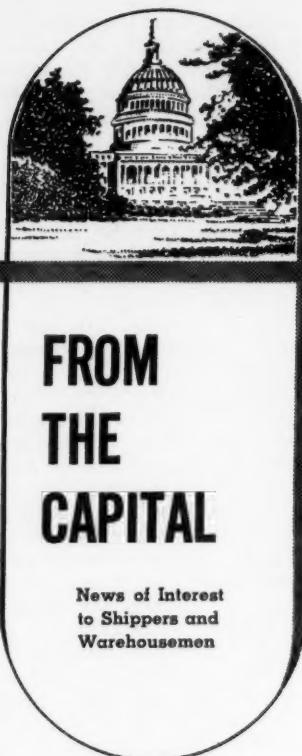
It is the library upon which so much depends. Certain carrier publications are absolutely essential. A tariff file must be built up that is suitable for that particular business. It is useless, however, to collect tariffs that are not applicable to the industry in question. All unnecessary material may be discarded and only those should be kept that will be of help, and these should be properly indexed. Tariffs applying to the traffic of an industry are usually supplied without cost to shippers by transportation companies. A traffic manager will decide which issues he needs and write for them. As tariffs are frequently revised, it is important that the revised tariffs be also obtained as issued. Then, too, there are certain other publications which should be at the disposal of every traffic department. Many



Courtesy, La Salle Extension University.

Diagram Showing Floor Plan of a Traffic Department of a Large Industrial Plant

(Continued on page 55)



FROM THE CAPITAL

News of Interest
to Shippers and
Warehousemen

Warehousing as Interstate Commerce, a Step Nearer.

(Washington Correspondence):

Another step in the formulation of a national policy declaring warehousing to be interstate commerce has been taken by the Federal Trade Commission in a decision arising out of the Robinson-Patman Act.

Once it is established that storage in transit, in an interstate movement, becomes in itself interstate commerce, State taxing agencies may expect to be ousted of their power to levy on goods in public warehouses. Physical properties within a State would, of course, continue to be subject to State taxation. State regulatory measures, except those involving sanitation and public safety, likewise would give way to Federal control.

In a complaint against Kraft-Phenix Cheese Corporation of Chicago, the Commission ruled that violation of the Robinson-Patman "price discrimination" law had not been shown. But the Commission wrote an opinion that veers sharply toward

cataloging warehousing as interstate commerce.

"Respondent itself ships these products across State lines from factories to warehouses and the products are usually distributed from warehouses to retailers by truck by sales subsidiaries of respondent or independently owned jobbers and wholesalers," the premise reads.

Movement Unbroken

Then, by way of showing that the fact of a wholly intrastate movement *after* the merchandise has been warehoused, is not controlling, but that the interstate movement is considered unbroken, the Commission goes on to say:

"The distribution from the warehouses to the retailers is usually within the confines of a single State, although in some cases this distribution is across State lines. Respondent advertises its products extensively to the purchasing public and maintains a force of salesmen who contact retailers, most of whom buy Kraft products from independent jobbers. There is a continuous, uninterrupted flow and current of commerce in respondent's products from the factories to warehouses and from the warehouses over regularly established routes to retailers, whose identity is known in advance. The course of such commerce runs between, among, across, and within all the States of the United States and the District of Columbia."

The practice described will readily be recognized as the Kraft system of spotting warehouse stocks. Continuing:

"Considered in their character as interstate commerce, respondent's products, upon reaching

the warehouse, do not become mixed with or a part of the general mass of property within the State in which said warehouse is located. On the contrary, such warehouses are clearing houses or distributing points, serving one function in respondent's system of making its perishable products available for sale by retailers to the ultimate consumer, the purchasing public. Respondent's advertising, its solicitation of retailers, and the facilities which it provides for the sale and distribution of its products to the retailer, are all vital and essential elements in the process of marketing these commodities.

"... Respondent's products, in a large majority of cases, cross State lines from the factory to the warehouse, and the interstate character of this commerce continues, under the facts and circumstances in this case, down to and including the sale and delivery of such products to the retailer.

"The passing of the naked legal title to the goods from the respondent to the jobber in the course of this flow of commerce before the products reach their ultimate destination, the retailer, is not determinative of the question as to where the flow stops."

—(James J. Butler.)

Federal Regulation of Freight Forwarders Is Favored by ICC; Railroad Violations Suspected

(Washington Correspondence): Suspicion that railroads are violating the Interstate Commerce Act by extending favors to freight forwarders has placed the I.C.C. behind a movement for Federal regulation of the latter industry.

Freight forwarding has grown into a business of enormous proportions, the commissioners were told in a report which set forth that three companies grossed \$100,000,000 in that field in 1936, and one of them alone paid \$22,500,000 in freight charges in one year.

Railroads, the report stated in laying the basis for a regulatory drive which the Commission has agreed seems necessary, have extended such favorable terms to freight forwarders as to make shippers consider it more desirable to deal with the forwarders than direct with carriers. This is due principally to the existence of "all commodity rates"—established "to meet motor truck competition."

Anomalous Situation

Illustrating how the anomalous situation of freight forwarder vs. rail carrier competition arises in the field of less than carload traffic, the report asserts:

"The vice-president of the New York Central stated that a reduction in the all-commodity rates would be necessary to enable the forwarders to meet the competition of railroad collection and delivery service, and to enable them to continue charging a scale of rates lower than railroad less than carload rates.

"The destructive effect of this situation on railroad revenues as a whole can readily be seen. Some of the respondents assert that the forwarder has been an effective instrument in meeting motor truck competition.

"Perhaps that is true in certain territories. That does not go so far as to prove, however, that the railroads could not have adopted other ways of meeting motor truck competition, as for example, a direct reduction in l.c.l. rates which might be a more equitable arrangement from the standpoint of the general public.

"The record shows, however, that the average haul of freight forwarder traffic is in excess of 750 miles, and it likewise contains statements from qualified witnesses to the effect that motor truck competition is not seriously felt for any distance in excess of 500 miles."

The specific charge of irregularity upon which the I.C.C. desire for freight forwarder

regulation is premised, is set out as follows:

"These railroads use the forwarder as a device whereby they transport freight under rates and rules different from those which would apply if the freight were handled in the name of the railroad companies themselves.

"Testimony of record shows that when freight is transported in the name of the subsidiary forwarders, it is transported at rates less than those filed and published by the parent railroads.

"This, in our judgment, constitutes a device to violate Section 6 of the Act, and we are further of the opinion that violations of Sections 2 and 3 are committed in that different scales of rates are charged to shippers with substantially similar traffic, one the forwarders rates, and the other the published l.c.l. rates of the railroads.

"The forwarder set-up results in further violations of Sections 2 and 3 by reason of the fact that the services which these railways offer to shippers through the forwarders are restricted to certain commodities and to certain localities, whereas only the less-than-carload service is available at other points or in other commodities."

The commissioners took under advisement a suggestion that, pending Federal regulation of forwarders, the I.C.C. invoke its power to use cease and desist orders against forwarder-railroad set-ups which promote the practices described in the report.—(James J. Butler).

House Group Frees Trucking From Black-Connery Labor Bill

Motor carriers subject to Interstate Commerce Commission regulation were exempted from the hour provisions of the Black-Connery Fair Labor Standards Bill by an amendment adopted the latter part of July by the House Committee on Labor.

The Committee had been considering the Black-Connery Bill as approved by the Senate Committee. The bill as it came from the upper chamber differed greatly from the original proposal, but it included jurisdiction over motor carriers.

In proposing the amendment exempting motor carriers, the

acting chairman of the House Committee explained that trucking employees should be exempted because the ICC already has authority to regulate hours of workers under the Federal motor carriers act.



Slator C. Blackiston

Blackiston Joins Erie Storage Co.

SLATOR C. BLACKISTON was elected president and a member of the board of directors of the Union Storage Co. of Erie, Pa., on Aug. 16. Mr. Blackiston will assume his duties at Erie on Sept. 1. The Union Storage Co. operates one of the most modern facilities in that part of the country, specializing in both general and cold storage.

This company is also licensed by the State of Pennsylvania for the storage of liquor.

Prior to becoming associated with the Union Storage Co. Mr. Blackiston was affiliated with the Bush Terminal Co. of New York. He resigned as vice-president of this company on April 30 of this year, after 21 yrs. of service.

Mr. Blackiston was also vice-president of the Bush Terminal Buildings Co., vice-president of the Bush Terminal Railroad Co., president of the Transport Company and president of Distribution Service, Inc.

In 1935 Mr. Blackiston was a member of the executive committee of the Merchandise Division of the American Warehousemen's Assn.

Speeding Up the Freight

**Prompt dispatch and
swift trains speed
Illinois Central ship-
ments to Mississippi
Valley points.**



An Interior View of one of the Merchandise Cars being made ready to go out on the MS-1.

SPETACULAR increases in the speed of freight trains indicate the progress that the railroads are making in the forwarding of shipments. Even the handling methods are improved. Take, for instance, the Illinois Central; when a shipment is turned over to the road, it is received by workmen with years of training and experience. Great care is taken to see that it gets into the right car, with special attention to bulk, weight, and contents; and the same interest is taken in the shipment until it is delivered at its destination, no matter how large a volume must be handled during any given day.

There are several bases on

which the operations of railroads within a given area may be compared, when considering the relative importance of carriers at some particular terminal point. On the basis of the number of cars handled in the Chicago Switching District, for instance, the Illinois Central would rank third, exceeded only by the Chicago and North Western and the Chicago, Milwaukee, St. Paul and Pacific. When, on the other hand, revenue—that is, total freight collections—is taken as

All Day Long this Steady Stream of Merchandise Freight Pours in from Hardware Wholesalers, Mail-order Houses, Tobacco Distributors, Implement Manufacturers, Motor Parts and Machinery Supply Companies, and a Thousand Different Shippers of a Thousand Kinds of Merchandise, Consigned to Destinations in the Great Mississippi Valley.



a basis, the Illinois Central leads the field by a comfortable margin.

Although the I.C. maintains extensive freight yards at several points—Fordham, Wildwood, and Markham, on the main line south, and the Hawthorne Yard on the main line west, it has been found that by consolidating the I.C.L. business at the downtown property—the South Water Street Yard, in one corner of "Chicago's big front yard" along Lake Michigan—it has resulted in better loading and better service to customers, making possible more direct-to-destination cars. The outbound business is brought to the South Water Street freight-house through three channels:—freight house door, tunnel, and transfer cars. The Chicago Tunnel System was, it will be remembered, described in the April, 1937, issue of *D and W*.

This constant effort of the railroads to improve and speed up the service has done much to increase tonnage of I.C.L. business. An example of this has been the recent inauguration by the Illinois Central of the "Merchandise Special," the fastest long-distance freight train in the world. While the "Ms-1," as it is familiarly called around the I.C. yards, is not the first fast freight train the Illinois Central ever operated, and while

also there are schedules on other roads which call for faster running at certain points, so far as is known there is not a faster long-distance freight train.

The MS-1 schedule calls for 12 hrs. and 50 mins. start-to-stop run for the 528 miles from Chicago to Memphis, an average of 41 m.p.h.. The train leaves Chicago at 7.45 in the evening, arriving in Memphis at 8.35 the next morning, operating stops being made at Champaign, Centralia, Carbondale, and North Cairo to change engines or set

out cars. This merchandise train handles no carload shipments, being made up entirely of package cars destined to Centralia, Du Quoin, Marion, Carbondale, Cairo, Little Rock, Memphis, Jackson, Meridan, Baton Rouge, New Orleans, Shreveport, and by connecting lines to Houston and other Texas points. Chicago newspapers are carried on the MS-1 rather than on the regular passenger trains, since they can leave an hour-and-a-half later and yet be on the streets



At the Barrier Awaiting the Starter's Signal. Five of the Six Fast Freight that pull out of Illinois Central Chicago Terminal evening. The Giant on the Extreme Left takes a Train into the West, while the next one follows the Main Line South. In the Center of the Group is the Merchandise Special, while the next is the Night Freight to St. Louis. The Engine on the Extreme Right Pulls a Train into the Southeast.

General View of the Markham Yard from a Central Tower on one of the Humps. Showing electrically operated Car Retarders in the Foreground.



L. A. Downs. President of the Illinois Central System.

of Memphis at a reasonable time the next morning.

An average daily string of from thirty-five to fifty cars make up the Merchandise Special. The cars are set out at the South Water Street freight-house in the early morning hours—the cars to be loaded for certain points being spotted in the same location each day. Motor trucks discharge their cargoes at the freight-house doors, a steady stream of little stake and band type cars issue from the elevator connected with the freight-tunnel 40 ft. below, and transfer cars from connecting lines are shunted along the unloading platform. From twenty-five to thirty freight cars are brought in every day to break at the South Water St. freight-house for transfer to

General View of South Water Street Terminal.





Map of Illinois Central System.

points on the I.C. west, south, and southwest. The Chicago and Eastern Illinois brings cars shipped through the National Carloading Co.; The Universal Carloading and Distributing Co. sends cars from the East over the New York Central; while Sears, Roebuck & Co. consolidates all merchandise shipments in Chicago from the North, East, and West, over the Erie Railroad. Shipments originating in Chicago, as well as through shipments from other points, flow in

a continuous stream through the long freight-house, each destined to receivers up and down the Mississippi Valley.

By 6 o'clock the last motor truck has discharged its load; by 7 o'clock all merchandise is redistributed and safely stowed for a fast run into the South; at 7.15 the doors of each car are closed and sealed and the MS-1 starts down out of the yard. Cars from other freight houses are fed into the train at proper places as it proceeds to the

"starting line"; at 7.45 this crack train of the Illinois Central System pulls away with its burden of freight. Already "The Louisiane," the fast night passenger train to Memphis and New Orleans has been out an hour-and-a-half, yet by morning the Merchandise Special will have overtaken it. Under the new schedule the MS-1, as she tears on through the night, saves 9 hrs. of shipping time on reaching Centralia, and 24 hrs. or more to Memphis and other points south and southwest.

An average of some 900 freight cars a day are loaded and handled outbound over the Illinois Central right-of-way from its three main classification yards — Markham, Hawthorne, and South Water Street, in the Chicago area. The latter marks the northern termination of the main line south. Adjoining this yard on the south is the Congress Street Yard, consisting of eight tracks with a total standing capacity of 700 cars. This yard fulfills a very important and vital part in the freight operations for both the main line south and main line west, forming the base of operations for extensive interchanges with other carriers. Stretching south along the right-of-way at strategic locations are the Thirty-first Street, Fordham, Wildwood, and Markham yards.

1,400-Car Capacity

The Thirty-first Street Yard is used as an overflow yard for Congress Street and as a storage and make-up yard for the South Water Street l.c.l. freight-house settings. Fordham Yard, with a standing capacity of some 1,400 cars, is the base of operations of two engines, one of which handles industrial switching out of Fordham, covering the territory between Grand Crossing and Forty-third Street, while the other handles industrial switching on the South Chicago branch. It is also used as a base of interchange between the Nickel Plate, the C. & O., New York Central, and the South Chicago Belt yard.

The Wildwood Yard has a standing capacity of 2,900 cars and is used as a base of interchange with the Pullman Railway, and the Baltimore & Ohio Chicago Terminal, and also

serves as a holding yard for active equipment as well as the cleaning point for stock cars and automobile cars.

The southernmost yard of the Illinois Central in the Chicago area is that at Markham which takes its place among the largest and most modern in the world. It is the company's main terminal yard and extends for $3\frac{1}{2}$ miles between Harvey and Homewood on the east side of the right-of-way on the main line south, covering an area of 650 acres. At present the yard contains about 115 miles of trackage with a standing capacity of 9,000 cars, and with provisions for an ultimate capacity of 14,000 cars. The yard consists of two major units—one for north-bound and one for south-bound traffic. Each unit consists of a receiving yard, a hump classification yard, and a departure yard. Between the north-bound and south-bound units is a car repair terminal, making all necessary repairs to insure the safety of freight. Here has been installed the most modern machinery and other equipment and approximately 1,200 bad order cars can be taken care of at a time.

Since the Markham Yard is operated 24 hrs. a day, it has been equipped with lighting facilities consisting of powerful batteries of electric projectors mounted on steel towers 90 to 110 ft. in height. Forty-five projectors are used in illuminating intensively an area of approximately 300 acres. The handling of in-bound and out-bound freight is expedited by means of the most modern methods for transmitting instructions—pneumatic tubes, teletype, loud speakers, etc.

Then there is the Hawthorne Yard, having a total standing capacity of 430 cars, and serves as a base for extensive interchange operations for the Main Line West.

It can readily be seen that freight is thus quickly classified, loaded, and sped on its way. With these various yards at strategic points along the main line much congestion is eliminated and therefore delays, and more speedy interchange of car-loads is brought about as well as l.c.l. freight with connecting lines. Indeed, where freight

schedules were formerly considered in terms of days, they are now thought of in terms of hours. Passenger schedules have long been familiar to all those knowing about railroads, but whoever heard of an advertised freight schedule until the Illinois Central came forward as the first road to advertise the operation of its freight trains on schedule periods, a plan which has since been followed by other roads.

New Process Described In Car Refrigeration; Ends Frequent Re-Icing

A NEW process for refrigerating railroad cars is described in *Industrial and Engineering Chemistry*, publication of the American Chemical Society.

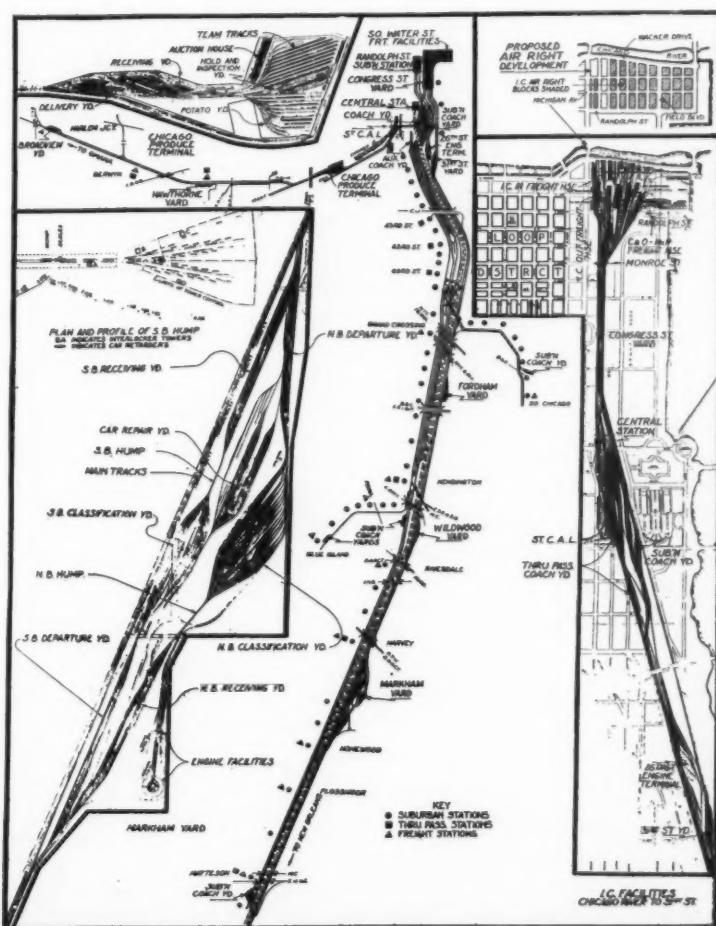
Under the old method the ice tanks or "bunkers" were charged with ice and salt at the start of transit. It was necessary to re-

plenish them frequently to capacity with crushed ice during transit because of melting and drainage.

If the transit time exceeded twenty-four to thirty-six hours, the car had to be re-iced one or more times, it is explained. This ice on the return trip to the loading point was melted and wasted.

"In the new system there are two distinct phases," the publication says, "pre-cooling of the car prior to its being loaded and the elimination of transit icing after the car has been loaded and forwarded. The pre-cooling step has been named hatch plug spray pre-chilling. It consists essentially in spraying brine at 15 deg. Fahr. into the tanks and allowing it to trickle down the inside walls in a thin film.

"After passing through the tanks the brine is recovered and returned to a central system."



Plan Showing Location of Various Illinois Central Freight Yards in the Chicago Area.

WE'VE HEARD THAT—

Jap Invasion Menaces Warehousing

WAREHOUSEMEN and distributors of the West Coast handling millions of cases of Alaska canned salmon yearly emanating from America's richest fishing grounds around Alaska—making the \$7,000,000 purchase from Russia one of the greatest territorial acquisitions of all time—are deeply concerned about the future of the canned salmon industry and its warehousing as the result of unwarranted Japanese invasion.

Despite denials, American packers, canners and investigators, flying over the Japanese vessels while fishing off Alaskan shores, have recently witnessed the Japanese taking of salmon while American fishing has slumped. But, most serious of all is the breaking of the cycle of the salmon run that has meant millions of dollars annually to American fishing, warehousing and distribution industries of the nation.

Salmon return to their birth-waters to spawn. Salmon born in Alaskan waters, for example, return there to lay their eggs and breed their young—and this is repeated unbroken from year to year ad infinitum. Now, Japanese driving off such salmon by their depleting fishing off Alaskan shores may break a cycle that has created and maintained Northwestern prosperity and ruin the fishing industry forever for Americans.

Although the Federal authorities and the State department have been duly advised of the seriousness of the situation, insisted upon by all salmon and allied interests, nevertheless, the State department has been disinclined to create any diplomatic or international "situation" by an ultimatum to Japan, whose fishermen have continued to catch salmon, according to eye witnesses, despite Nippon's denials and statements that such Japanese vessels are merely taking crab and other marine life.

Tremendous importance of the salmon pack to the warehouse and distribution industry is indicated by the fact that the total sales for the year recently closed have just been revealed as reaching almost a record figure in 9,652,000 cases passing through warehouse and distributing hands during the last twelve months. This is approximately 3,-

000,000 cases more than was sold during the preceding year.

Moreover, the canned salmon industry terminated its statistical year July 1 with the lowest carryover of unsold stocks in packers' hands in more than a decade—these unsold stocks being only 199,355 cases as compared with 868,141 a year ago, and 1,478,480 in 1935. Sales and warehouse movements during the past year for reds, pinks and chums have set new industry records.

And, this is the industry now threatened with extinction or destruction by the Japanese!

Paper From Wood Pulp the Most Economical

SCIENCE has shown that many industrial products can be made from farm products, but in many instances it is more economical to use other material. Paper is made of cellulose. Whether it is made from wood, oat straw, or corn stalks, depends on the cost of the raw materials. A ton of wood will make 800 lbs. of pulp, a ton of straw 700 lbs., and a ton of stalks, 640 lbs.

Under present methods of production it is cheaper to get pulp from wood than from farm products. A change in economic conditions may change the picture. Should the price of wood increase, or should a cheaper method of gathering the stalks be developed, or a new and more efficient pulp method be developed, the farmer might find it profitable to produce raw materials for the paper mills.

July Retail Prices Highest Since 1931

RETAIL prices on July 1 rose to the highest levels since March 1, 1931. Prices have advanced without interruption for 12 mos. A composite price index based on January, 1931, prices placed July 1 quotations at 96 per cent of the average, against 95.6 per cent in the previous month and 87.9 per cent a year ago. By comparison, retail prices at the low point, in May, 1933, were only 69.4 per cent of the January, 1931, normal.

Brazil Coffee Rate

STEAMSHIP lines from Brazil to North American ports have agreed to widen the rate spread between passenger and freight vessels on August coffee shipments. While the freight steamer rate will continue at 60 cents per bag of 132 lbs., the passenger steamer rate will be advanced to 65 cents from 62 cents.

Sugar

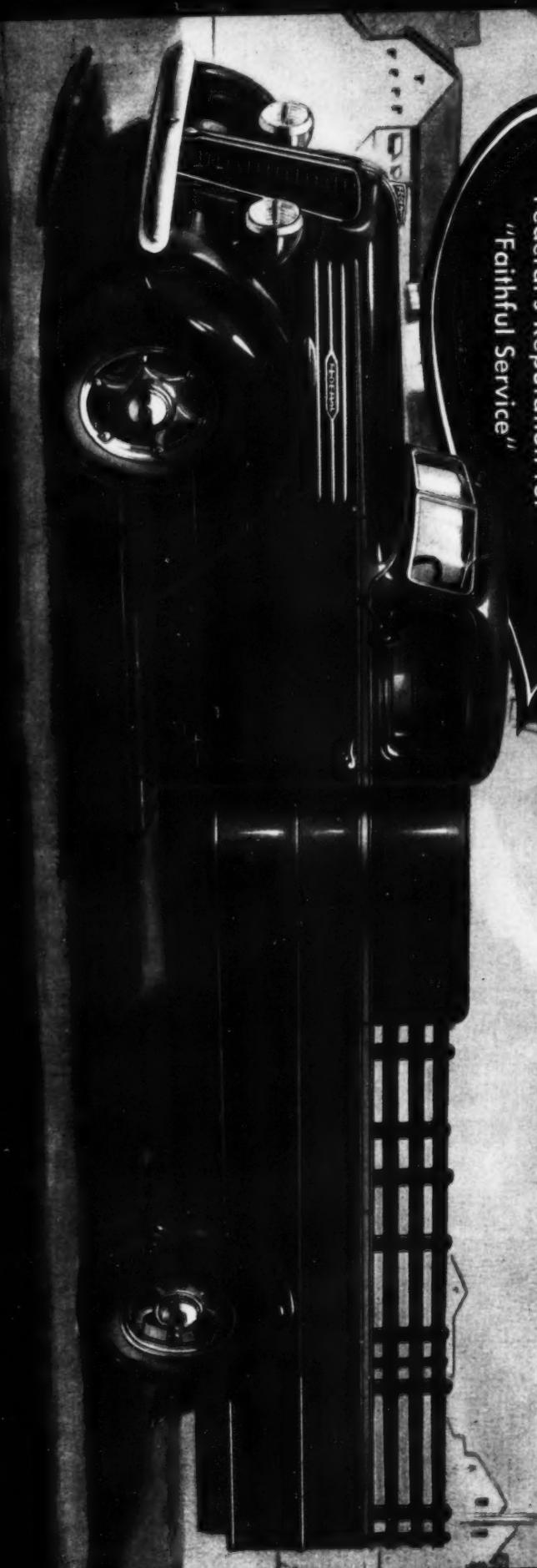
THE general revisions of sugar freight rates throughout the country involving a 6-cent increase on 80,000-lb. carloads and on 60,000-lb. carloads to all points where the heavier loadings apply is now tentatively scheduled to become effective Oct. 1.

Albany Free Time

INTERCOASTAL eastbound and westbound tariffs made effective Aug. 14 revised free time arrangements at Albany. A free time period of 10 days will be allowed except on woodpulp which will be given 15 days.

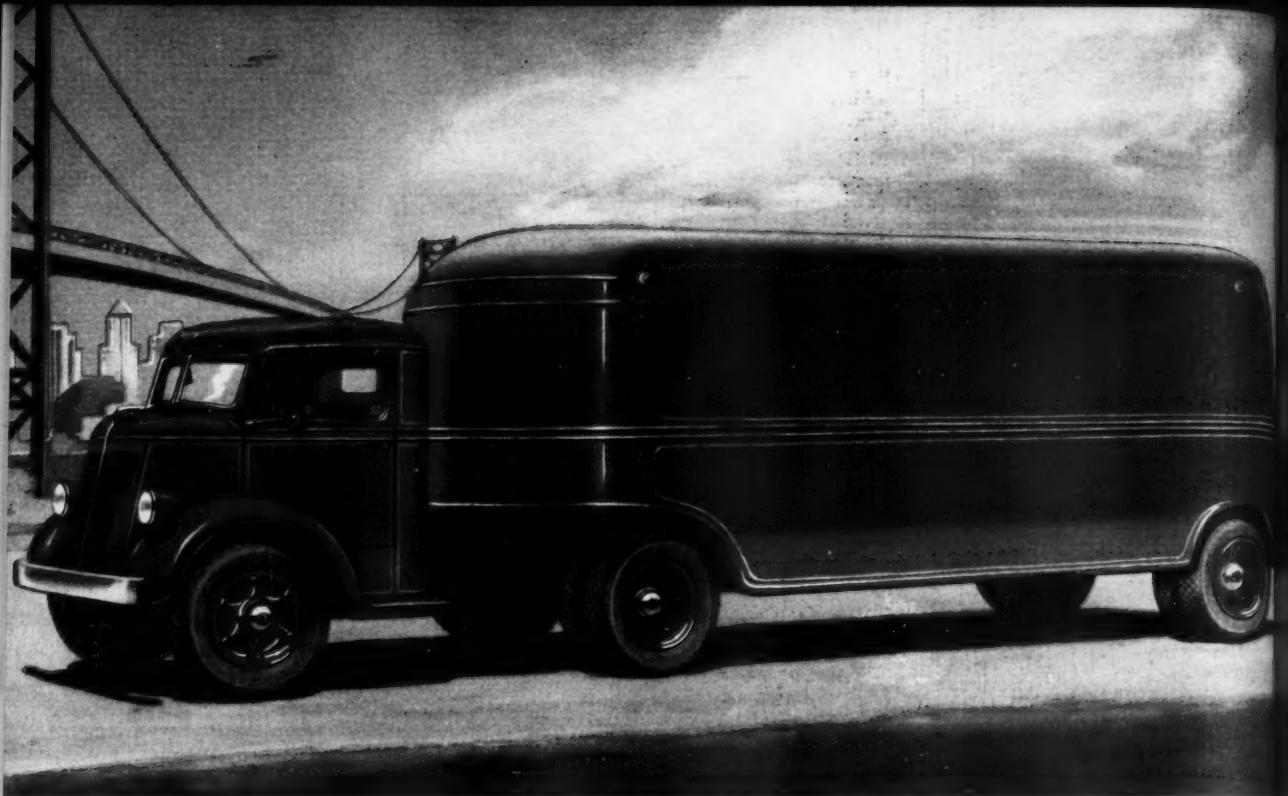
(Concluded on page 37)

FEDERAL TRUCKS



Famed for Stamina!

Years of Unswerving Adherence to
All-Truck Construction have built
Federal's Reputation for
"Faithful Service"



THIS company was founded upon the conviction that only a vehicle designed and built specifically for truck service can do truck work dependably and economically.

That is why every Federal Truck ever built has been of one hundred per cent **ALL-TRUCK** construction. Every vital unit in these trucks is built oversize. It is this additional margin of strength which insures long life and dependable, trouble-free, low-cost performance—the "Faithful Service" for which Federals have become famous!

The 1937 Federal line presents twenty-nine individual models from $\frac{3}{4}$ to $7\frac{1}{2}$ ton capacity, each in a wide range of wheelbase lengths. Included are eight cab-over-engine models of advanced design. You can select from this extensive line a truck correctly fitted to your job in type, size, and wheelbase.

Federal-built cabs and both standard and custom bodies give you the many advantages of complete, balanced, factory-built units. Complete information may be had from your Federal dealer—or direct from the Factory.

FEDERAL MOTOR TRUCK COMPANY • DETROIT, MICHIGAN

FEDERAL TRUCKS



A Booster

SOME individuals up there on 39th Street are deserving of a "Helluva" lot of credit, and maybe it's you, so we are complimenting you on *Definitely* and *Worthwhile*.

You seem to have made the old girl *Delightful* and *Welcome* by giving her a marcel and permanent, lifted her face, plucked her eyebrows, removed her adenoids and tonsils, Kolynosed and Pepsodented her teeth, removed the receding chin, vanishing creamed her neck wrinkles, gave her brassiers, flexible girdle, stepin, silk stockings, high-heels and thin ankles and a 39th Street summer dress—all that the modern of 1937 needs to attract attention.

By November, the old girl will require a mink coat. Therefore, your sales department with this renovation (without Reno) should be able to sell such a volume of advertising that the 1938 annual and succeeding issues will require a miniature rubber-tired tea cart for the propulsion thereof about the many offices this publication will continue to condescend to enter.

And I don't mind telling you that this is not for publication.—An Admirer.

August Issue the Best

RECEIVED the recent issue of *Distribution and Warehousing* and want to compliment you on what I consider a most progressive step. Other issues of *Distribution and Warehousing* have been good, but the August issue is by far the best you have ever turned out, and I believe your idea of having a picture on the front cover each month is an excellent idea.—E. G. Mooney, President, Hartford Despatch and Warehousing Co., Hartford, Conn.

Employee Profit-Sharing by Warehousemen?

WE have just read, with considerable interest, the article entitled "Ten Factors for Streamlining Labor Policies," which appears in the August issue of *D and W*.

We would like to know whether or not any warehouse or terminal companies have adopted a profit participation plan with their employees. If so, we would like to know the details of how it is worked out.

We have from time to time given consideration to some incentive plan, but have never found one that we felt would be equitable. If you can give us detailed information concerning any such plans which have successfully worked, or put us in touch with any ware-

house or terminal company who have adopted such a plan, it will be appreciated.—J. D. Beeler, Vice-President and General Manager, Mead Johnson Terminal Corp., Evansville, Ind.

Editor's Note:—Would appreciate hearing from the warehouse readers who are now, or have in the past, used a profit participation plan with their employees.

Gets New Business From D and W Tips

THE articles that tell us how to get more business are the ones that I, at least, relish the most, and this includes the *Parade of New Products*, *Factories on the Move* and *We've Heard That* columns. Many "tips" can be had from this and, in fact, we obtained one account for a broker in our building by following up one of these. We will have the warehousing automatically.

Methods of obtaining new accounts and for keeping old ones are always desirable, and such articles will be read in the eager anticipation that the ledger will be augmented on the black side. It must not be thought, however, that the operating, office and legal suggestions made in other stories are not important, but after all, if we don't keep getting new business our attorneys and accountants won't have much to do.—R. A. Paulson, Manager, Standard Warehouse Co., Portland, Oregon.

State Warehouse Taxes

CAN you advise us something about the state laws relative to warehousing goods in foreign states?

That is, if we should wish to warehouse our goods in some other state except our own state where we are incorporated, would we then be "doing business" in that state where the warehouse is located?

Or, is there some way to get around this so that warehouse goods come under the Interstate Commerce Acts and Laws.

If goods are warehoused in foreign states, no doubt they would have to carry the state taxes applying to that state.

We are thinking some of warehousing our goods in certain localities, and before going any farther with the matter, we would like to be enlightened on the above points.—C. L. Brown, President, Northfield Iron Co., Northfield, Minn.

Editor's Note:—Above reader referred to the January Directory for the information he desires.

U.S.-RUSSIAN TRADE ADVANCES

New York, Philadelphia, Baltimore, New Orleans and San Francisco Principal Ports Handling Russian Shipments. Its Products Reaching Interior, Also

THE trade agreement made by the American Government Aug. 6 with the Soviet Union extends a favored-nation treatment in return for Russia's purchase from the U. S. of at least \$40,000,000 of American goods.

A very gratifying increase in trade between the United States and the Soviet Union has taken place since the agreement of July 30, 1935. Our exports to the Soviet Union have increased from \$16,840,000 in the 12-month period ended June 30, 1935, to \$36,026,000 in the same period ended June 30, 1936, while imports from the Soviet Union have increased in the respective periods from \$14,031,000 to \$20,702,000.

A prominent trade publication recently issued a special number with statements by leading executives and industrialists of both countries covering the results obtained from this agreement.

The article herewith attempts only to pick out of a maze of interesting data, items that may be of interest to readers from the standpoint of new business.

N. Y. in Leading Role

The Port of New York plays a leading role in the handling of merchandise shipments between the United States and the Soviet Union. Of the total turnover a year, a considerable part goes through this port. This is especially true of exports from this country to the U.S.S.R.

Of the imports from that country, the general cargoes are also in the main discharged in New York. Ores and fertilizers are usually unloaded at Southern ports such as Baltimore, Mobile, Jacksonville, Charleston, Norfolk, Galveston and New Orleans.

Anthracite coal is brought in through the New England ports of Boston, Providence, Bridgeport and Portland (Maine) and Russian lumber is received at Al-

bany and Providence. In dollar value New York piers, warehouses, drydocks, etc., obtain the largest share of this very substantial business.

Amtorg Trading Corp., which handles the shipping operations in Soviet-American trade (with Moore & McCormack, Inc. as general agents), uses mainly Pier D in Jersey City and Pier 42 in New York for discharging and the Claremont Terminal of the Lehigh Valley R.R. (Jersey City) for loading, as well as a number of other piers in various parts of the port.

Perishable Goods

Storage of perishable goods is done in a number of the large cold storage warehouses including Harborside, Merchants Refrigerating Co. and National Cold Storage. About a dozen warehouses in various parts of the city, such as Baker & Williams, Republic Storage, Stetler's, etc., are used for dry storage.

The considerable volume of traffic naturally involves also a great amount of stevedoring and forwarding service.

Since Amtorg purchases cover most parts of the United States (although mainly the Middle Western, New England and North Atlantic States), freight shipments from the factory to New York, the principal export center, are considerable. Most leading American railways have benefited by this traffic. Thus, a wide circle of American service organizations—shipping lines, railroads, warehouses, piers, drydocks, forwarders, stevedores, etc., supplement the extensive economic relations with the U.S.S.R. enjoyed by hundreds of American manufacturing concerns.

In 1936, the U.S.S.R. exported 10,700,000 cubic meters of various timber materials, delivered by 2,200 steamers to 300 ports of forty-seven countries of the world.

In 1936, considerable changes were effected in the methods of selling Soviet timber abroad. In England which is the most important consumer of Soviet timber the Soviet exporting organizations discarded the previous system of guarantee contracts with the association of British timber exporters (Timber Distributors Ltd.), and came out in the market themselves.

Last year, Moscow became the center for concluding deals on Soviet timber and for arbitration on these deals. In 1936, ninety-four representatives of largest foreign timber firms from more than twenty countries arrived in Moscow. Over 370 of the contracts provide for arbitration in the U.S.S.R.

According to the purchasers of Soviet timber, the quality of the latter is annually rising. In this respect it should be noted that there is a steadfast decrease in the number of claims received from purchasers. If the total number of claims in 1930 be taken as 100, in 1936 it amounts to 7.5. The growing mechanization of the Soviet timber industry insures further improvement of the quality of Soviet timber.

Ports Used

The principal United States ports handling the U.S.S.R.—United States of America trade are New York, Philadelphia, Baltimore, New Orleans and San Francisco. The principal Soviet maritime ports are:

1. On the Arctic Ocean—Murmansk (the most northerly port in the world, ice-free the year round); Pechora (a new port for the export of coal and timber from the Pechora district).
2. On the White Sea—Archangel, Onega.
3. On the Baltic Sea—Leningrad.
4. On the Black and Azov Seas—Odessa, Novorossisk, Tuapse, Sukhum, Batumi, Nikolayev, Kherson, Sebastopol, Mariupol, Rostov.

5. On the Caspian Sea—Baku, Krasnovodsk.

6. On the Pacific Coast—Vladivostok, Petropavlovsk, Kamchatka, Komsomolsk.

The freight turnover of Soviet ports of 62,901,000 metric tons in 1935 was divided as follows (in tons): White and Barents Seas—5,061,000. Baltic Sea—4,349,000; Black Sea—17,896,000. Azov Sea—4,546,000. Caspian Sea—27,444,000, and Pacific Ocean—3,605,000.

The principal ports in order of turnover in 1935 were: Baku—6,609,000 tons. Astrakhan—5,759,000 tons. Batumi—5,062,000 tons. Leningrad—4,320,000 tons. Odessa—3,771,000 tons. Mariupol—2,479,000 tons. Novorossisk—2,302,000 tons. Archangel—2,282,000 tons and Vladivostok—2,021,000 tons. The first three-named ports are on the land-locked Caspian Sea and their trade is confined almost exclusively to coastwise traffic. Practically all of the ports have

shown considerable growth in the past few years.

The principal commodities exported from the Soviet Union in 1935 and 1936 were lumber, furs, oil products, grain, cotton cloth, butter, coal, manganese ore, pig iron, flax, machinery.

The U.S.S.R. products are reaching interior cities of the United States rapidly. Correspondingly purchases of American-made products travel to port cities.

Warehouse Cost Per Square Foot What is the Per Dollar Return?

HERE is a chart which will assist the distributor and warehouse man in quickly determining floor costs, space costs, area costs, and the like.

Cost, these days, is the important thing. Everybody should know his exact costs and his exact return per dollar of cost.

For example, if you rent a small office down town, 8 ft. wide by 20 ft. long, the floor area is 160 sq. ft. and if you pay \$1,000 rent per year, you are paying \$6.25 per sq. ft.

The dotted lines across this chart show how easy it is to work out such a problem. Run a straight line through the 8, column A, and the 20, column B, and column C tells you that the area is 160 sq. ft. Then run a straight line through the 160, column C, and the \$1,000, column D, and column E tells you that the cost per sq. ft. is \$6.25.

The chart will take care of any problem of this sort, regardless of width, length, or cost, by simply adding ciphers. Thus if the width of your warehouse is 80 ft. and the length 200 ft., add two ciphers to the result in column C and the answer is 16,000 sq. ft. And if the cost per year is \$100,000, the result is the same as before, namely, \$6.25 per sq. ft. The best way to get acquainted with the chart is to work a few problems with it. Many pages could be written about the numerous combinations that are possible, but, after all, the chart is so very simple that you can get the "hang of it" in a few minutes by solving

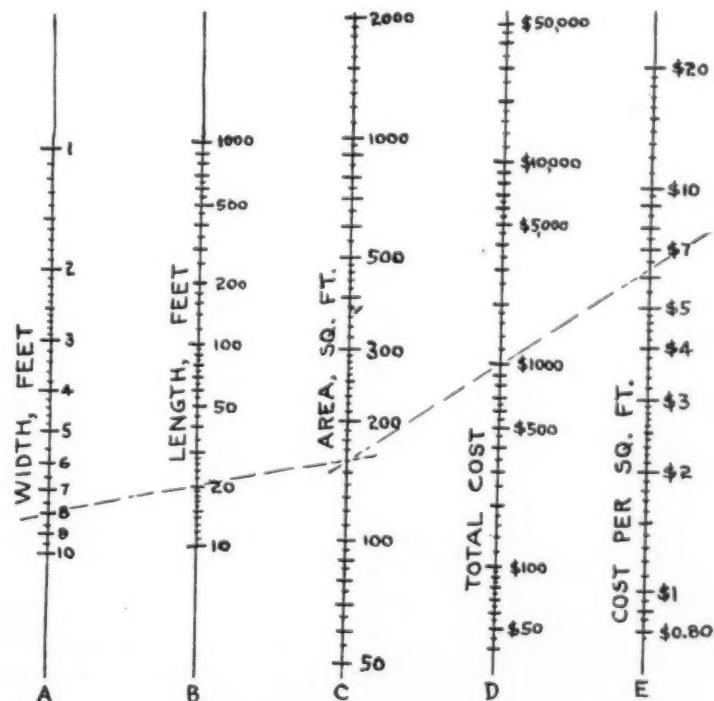
problems that you can do in your head. Then, after that, apply it to problems that you *cannot* do in your head and you will appreciate the chart's value.

After computing the cost per sq. ft., ask yourself such questions as these: "How much floor area is that useless old truck taking up?" "How much do I pay for that area per year?" "Will it pay me to sell or scrap the truck?"

Look around and note whether

or not you have anything that is taking up a lot of valuable space which could be replaced by something that would PAY. An ordinary chair, for instance, consumes about 4 sq. ft. of floor area. If you are paying \$4 per sq. ft. per year that chair is costing you \$16 per year. A table, with nothing worth while on it, may be costing you more than \$100 per year, depending upon the floor area it consumes.

This chart answers all such problems. Spend a night with it, do some serious thinking and planning, and it may be that hundreds of dollars in real profit will result.



... the parade of NEW PRODUCTS

PAYAN & BERTRAND, of Grasse, France, manufacturers of raw materials for perfumes, soaps, and cosmetics, have appointed G. J. Danco, Inc., New York City, as exclusive agent for the United States and Canada.

National Oil Products Co., Harrison, N. J., maker of Admiracion shampoo, has established a \$1,000,000 southern plant at Cedartown, Ga., to serve southern customers.

Standard Foods Corp. has contracted with E. J. Petrosemolo Co., Inc., New York for the sole distribution of Vermouth Contratto in the metropolitan area. Ray R. Zend, associate of the Petrosemolo company, is director of national distribution of the vermouth in the United States.

Frank Reitman, pre-prohibition liquor dealer, announces formation of a new wholesale liquor distribution plant at Newark, N. J., under the name of Hamilton Distributors. More than 100 men will be employed.

Charles Stall, New York, will install a blending plant for syrup at Jackson, Miss. He will blend and standardize the syrups he purchases from sugar cane growers and market the product in eastern and northern states.

G. L. Farrington, New York, has been appointed as exclusive sales representative of Balfour Guthrie & Co., Ltd., for its canned foods and dried fruits, representing both the San Francisco and Portland, Ore., offices of the company.

Standard Brands, Inc., will hereafter supply products to dealers in the Chicago area through local jobbers. All branded products except Fleischmann's yeast are included. Upwards of forty wholesale grocery houses are included in the arrangement, the only exception being Reid, Murdock & Co., because it manufactures competing lines of its own.

Wesson Oil and Snowdrift Co. has introduced at New Orleans, a new vegetable shortening called Scoco.

Grapefruit wine and champagne have been introduced by the Garner Winery, McAllen, Tex.

Hill Brothers Co., New York, announces a new addition to its Dromedary food products, "Dromedary Quick-Cooking Tapioca."

De Maurier cigarette, a 20-cent filter-tipped make

originated in England, is under a test sales campaign in Hartford, Conn., for the International Tobacco Co., Louisville, Ky. E. J. Helck, formerly vice-president of Axtom-Fisher Tobacco Co., is head of the new international company.

J. Adam Bruce, Tampa, Fla., will build, it is claimed, the largest grapefruit and orange processing plant in the Lower Rio Grande Valley, Tex. The factory will be near Santa Rosa. Four hundred tons of fruit per day will be used at the plant.

Chicago, St. Louis and as far West as Los Angeles will be included in the extended territory of Max Ams, Inc., New York City, which recently acquired the Pittsburgh Importing & Manufacturing Co. Pittsburgh manufacturer of jellies, preserves, etc. Manufacturing will be conducted at New York.

Gordon Baking Co., Detroit, will operate a milk processing plant at Washington Mills, N. Y.

Beech-Nut Packing Co., Canajoharie, N. Y., will build a \$50,000 plant.

Armour & Co. has leased the Hatfield Produce Co. plant at Sneadville, Tenn., for 18 months.

Burt Haven, canned food broker, Chicago, has added the accounts of the Olney & Carpenter Co., Walcott, N. Y., frozen fruits and vegetables, and Norman Waggoner Co., Inc., for California fruits.

Carnation Milk Products Co. will build a plant at Galax, Va.

Carlton Crawford of Palacios, Tex., is planning a shrimp canning plant at Port Lavaca, Tex.

Windsor Prints Works, North Adams, Mass., owned by the Consolidated Textile Corp., is considering moving its plant to Lynchburg, Va., where Consolidated has a cotton mill.

Eighteen out-of-state employees of the Mentholumatum Company will be moved to Wilmington, Del., to make permanent homes there. A new building for offices of the company is near completion.

Kessler, Schwartz & Co., Inc., Poughkeepsie, N. Y., will remove its plant to Yonkers, N. Y. About 50 key workers and their families will be transferred, it is understood.

(Continued to page 77)



WATERWAYS AND TERMINALS

THE newest up and coming waterfront terminal in Detroit—The Marine Terminals Corp.—is now a lusty infant more than a year old.

Located at the foot of Lycaste St. on the Detroit River, more than 20 acres are now in active service with plenty of room for expansion, only 15 min. from downtown.

Fourteen hundred feet of straight line dock frontage, with triple tracks full length on its face; more than 2 miles of yard tracks now complete and more being laid; a new 35-ton electric traveling crane spreading three tracks in service, another on its way; three locomotive cranes; their own switch engines, and freight cars for yard use, and a new track scale make complete facilities for ships, railroads and yard storage.

The property is served by the Detroit Terminal R.R., connecting with all railroads entering Detroit, assuring prompt rail movement.

The new dock is catering particularly to heavy steel shipments, all kinds of scrap, phosphate rock, sulphur and many other commodities, in addition to operating for the company's own large coal business in a special department.

The active officers are: H. H. Weiske, president, and Samuel Raskin, treasurer and general manager.

Moore Appeals for Jersey Canal

FORMER Mayor J. Hampton Moore of Philadelphia asserted that the railroads are trying to block the proposed ship canal across New Jersey which would link the ports of Philadelphia and New York.

Mr. Moore, president of the Atlantic Deeper Waterways Assn., spoke at a hearing held in the United States Army Engineers office on the canal project. The hearing was to determine the advisability of reducing the proposed depth of the canal which would extend from near Trenton to the Raritan River. Mr. Moore termed the proposed canal as the missing link of the Atlantic inland waterways from Boston to Miami. He said the special board appointed by the army engineers had been influenced by the railroads' "extremely high estimate of the right of way."

"In the first instance," he said, "it was estimated that the cost of the right of way across New Jersey would amount to \$1,040,000. Later this was changed to \$2,000,000.

"The railroads' figures were about \$8,700,000. This looks like the hand of Esau."

The former Mayor said that the possibility of the Delaware River being turned from fresh water into salt water had been advanced by opponents of the canal.

Also, he said, manufacturers had been informed that

(Continued to page 85)

NAVIGATION NOW IN FULL SWING

Located at the mouth of the Chicago River and on private slip adjoining. We stevedore boats operating direct from Europe, motorships direct from Eastern Seaboard, and barges from New Orleans, all with regular service from now on until end of the season. 2500 feet of dockage.

These various water carriers combined with our warehousing facilities offer great savings in distribution costs.

One and one-half million square feet in sprinklered buildings with track capacity for 150 cars; direct tunnel connections with all railroads and ample truck loading platforms.

Space leased for offices, storage and light manufacture. Storage in transit. Pool car distribution. United States Customs Bonded Warehouse—Internal Revenue Warehouse.

Other

NATIONAL TERMINALS CORPORATION FACILITIES

CLEVELAND	-----	National Terminal Corporation
MILWAUKEE	-----	National Terminal Corporation
TOLEDO	-----	National Terminal Corporation
INDIANAPOLIS	-----	Indiana Terminal and Refrigerating Company
EAST CHICAGO, IND.	-----	East Chicago Dock Terminal Company
NEW YORK OFFICE		25 Beaver Street (Phone: Hanover 2-1172)

**NORTH PIER
TERMINAL COMPANY**
589 EAST ILLINOIS ST. CHICAGO, ILLINOIS



FACTORIES ON THE MOVE

WEBSTER MANUFACTURING CO., Chicago, has under consideration moving of its offices and plant to Tiffin, Ohio.

A fur factory at present in New Jersey has signed a 10-year lease, and will move to Peekskill, N. Y., in September. They will be located in the former Union Stove Works building, and will employ 100 or more men.

Smith Incubator Co. will move its plant from Cleveland to Bucyrus, Ohio, this month. The plant will employ about 100 persons.

Bulova Watch Co., New York, is negotiating with the Sag Harbor, N. Y., for the purpose of locating a plant there. It is stated that about 500 workers may be employed.

Durham Duplex Razor Co., Jersey City, N. J., has voted to sell its real estate and buildings, and will vacate the property about the end of October. It is considering a new location for its plant, probably in Connecticut.

Block Drug Co., Brooklyn, N. Y., has purchased the real estate and buildings of Durham Duplex Razor Co., Jersey City, N. J., to be used for manufacturing purposes. It expects to take title to the property some time this month.

J. M. Gross Co., Hartford, is negotiating with the officials of Southington, Conn., for the purpose of procuring space to be used in manufacturing children's and ladies' cotton and flannelette pajamas, etc. The company employs about 100 persons.

Kalamazoo Stove Co., Kalamazoo, Mich., recently took the initial step in its plan to locate a manufacturing plant in Utica, N. Y., through purchase of a taxsale certificate.

Southern Alkali Corp., Pittsburgh, Pa., has announced letting contracts for construction of a chlorine plant at Corpus Christi, Tex. It is expected that production will start about Jan. 1, 1938.

Celanese Corp., New York, through its subsidiary American Cellulose & Chemical Mfg. Co., has purchased 1,200 acres near Pearisburg, Va., as a plant site. About \$5,000,000 will be spent when the company is ready to go ahead with expansion program.

Standard Shirt Co., New Haven, Conn., has purchased a large part of the cotton mill plant at Easthampton, Mass. It plans to install new machinery, and about 1,000 workers will be employed.

General Motors Corp., has started construction of an eastern service plant in Clark township, south of Cranford, N. J., located on the main line of the Lehigh Valley R. R.

General Foods Corp. has started construction of a corn mill at Kankakee, Ill., according to announcement

by Udell C. Young, president. The mill, with adjacent storage facilities for 1,500,000 bushels of corn, will be located 64 miles from Chicago, and will employ approximately 200 persons. The new plant will supplement its enlarged cereal facilities at Battle Creek, Mich.

Aluminum Ore Co., St. Louis, subsidiary of Aluminum Company of America, has selected the city of Mobile, Ala., as the site for a large plant. A 75-acre plot has been leased on the Mobile River for a \$4,000,000 bauxite smelter for the manufacture of aluminum, and is scheduled for completion in early fall. Probably 2,000 persons will be employed.

More than \$24,000,000 of new plants have been brought to Louisiana by the state's new policy aimed at attracting industry, in addition to increased capital investment in corporations already located in that state, has been announced by Governor Richard W. Leche at Baton Rouge. Charters or charter increases were filed by 810 corporations during 1936, and it is expected that 1937 will show a large increase.

The Alabama State Docks Commission has plans for attracting new industries to Mobile, and proposals to buy and build additional facilities. The commission is discussing plans to build a \$1,500,000 new pier and slip immediately, north of the present docks. Several new industries, which would bring large cargoes to the docks, are now considering operations.

Continental Can Co., Wilkes-Barre, Pa., has neither denied nor confirmed report that it is planning to move from Wyoming Valley. It is stated it was with the idea of keeping the company in that section that the Wilkes-Barre Can Co. was sold to the Continental Co. in July, 1936. The company employs about 250 men.

Duplan Silk Corp., New York, in starting construction of a \$550,000 weaving and throwing plant at Grottoes, Va., it is stated, intended to abandon its plants in the state of Pennsylvania. According to the company this action depends on how conditions develop at the Virginia plant.

Duro Test Corp., New York, has built a factory in North Bergen, N. J., and planned to move there in August. This rapidly growing concern which manufactures incandescent electric lamps expects to largely increase the output of its plant in the new location.

Harrison Radiator Corp., Lockport, N. Y., manufacturer of automobile radiators and kindred products, a division of General Motors Corp., has let general contract for a new plant at city limits, comprising two one-story units, 356 by 520 ft., and 40 by 240 ft., for general production, operating and executive service. The new plant will manufacture heating specialties, including car heaters, car exchangers, thermostats, etc. The cost will be about \$500,000 with machinery.

Fernandina Pulp & Paper Co., Fernandina, Fla., has acquired about 175 acres on Amelia River, Fernandina, for new pulp mill, with powerhouse, pumping station, (Continued to page 63)

FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Tennessee Tax

LEgal EDITOR, *Distribution and Warehousing*: "We desire to know whether you are familiar with the law of Tennessee in which corporations from without the state are compelled to pay tax, file a copy of charter with an official of the state, the tax being \$300.00 annually. If an agent is identified, then the corporation need pay only \$20.00 as a fee. Chemical Company.

Answer: Considerable time would be consumed in my obtaining a copy of this new law for you. It is advisable after you have read my opinion to send to the Secretary of State, in Tennessee, and obtain a copy for your information.

After making a very careful review of the decisions rendered by the Supreme Court of the United States, I find as follows: No state has a right to tax a foreign corporation that transacts interstate business in the state. These decisions indicate that if a company obtains orders in the state, and then sends goods into the state, for the purpose of the same being distributed from a warehouse to fill these previously taken orders, then this is interstate. However, if the goods are shipped into the state and subsequently the orders are taken and the same are filled from this warehouse stock, this is intrastate business, and the foreign corporation is subject to the state regulations. From this I believe you can determine whether you are subject to the Tennessee regulations.

After you have received the copy of the new law, you may send the same to me, with further information, as to your exact methods or transactions, and I shall be pleased to render you further services.

• • •

Owner Hurt—Is Driver Liable?

LEgal EDITOR, *Distribution and Warehousing*: We notice that in your "From the Legal Viewpoint" there was a late case cited in which the litigation in-

volved injury to a pedestrian while the vehicle was being driven by another with the vehicle owner's consent. Now, what I would like to know is: Can a driver be held liable for an injury to the owner of the vehicle? Also, can a driver be held personally liable in damages to other occupants of the vehicle who were injured, providing these

Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and **M**r. Parker's replies gives worthwhile information to the industry generally.

persons did not warn the driver, or complain of reckless driving? Terminal Truck Lines.

Answer: Any one who effects an injury through negligence is personally liable in damages to the injured person, providing the negligence of the injured person was not sufficient to result in "contributory negligence," to a degree that the injury could have been avoided if the injured person had exercised ordinary care. In other words, assume that an occupant of a motor vehicle while riding does not object to excessive speed, and an accident occurs. Under these circumstances the occupant is "contributory negligent" and, therefore, he is not entitled to recover damages against the driver, or the owner of the vehicle. On the other hand, if either the owner of a vehicle, or other occupant, objects to the reckless manner in which the driver is driving, and says "Stop this vehicle and let me out" and the driver does not do so, then the driver and the owner

are jointly liable for the resulting injury.

Of course, the driver can be held liable personally in damages to the owner of the vehicle, if the owner knows that the driver is reckless and he demands that the driver stop the reckless driving, and the driver does not obey the demand, and the injury is sustained before the owner has an opportunity to get out of the vehicle, or discharge the driver. Then, again let us assume that the owner is not aware of the danger, but as a result of negligence on the part of the driver, the owner is injured. Under these circumstances, the driver is personally liable in damages.

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Selling Goods of Family Living Apart

LEgal EDITOR, *Distribution and Warehousing*: I desire information about legal rules for selling stored goods for the storage charges in the state of Missouri. For example, I have goods stored in the name of a man and his wife. This furniture has been here for 3 yrs. and no charges have been paid. What can I do, as they live apart, but they are not divorced? Jeffries Truck Co.

Answer: Every state has certain well defined laws regulating the sale of stored goods for the overdue storage charges. It is impossible to anticipate the many legal constructions of these laws. In fact, it is advisable that you consult a reliable lawyer. If the town in which you live is small, then you had best consult a lawyer in a city, and one who has had experience in warehouse law. I advise you in this manner because you indicate that you have no lawyer in your town who is able to give you the desired information. Years of study and experience sometimes is necessary for a lawyer to know the state statutes and their interpretation by the courts.

According to late higher court cases you will have to notify both

the husband and wife, in strict accordance with the laws of your state. Also, the intended sale must be advertised, as directed by these laws. This is so because the goods belong to both the husband and wife, and therefore the ownership is legally a partnership from a legal standpoint.

* * *

Legal Pitfalls

WHAT is the cause of the majority of litigations? *Answer:* Hearsay legal information.

It is true that in almost all instances the legal rules laid down by inexperienced persons result in serious and expensive litigations for those who "hear and abide." No doubt the reason for this well known fact is that the average person attempts to offer legal advice, without positive information, from time to time and he does so with intentions of affording assistance, but beware of such advice.

Let us review several instances, as follows: At least 98 per cent of average laymen believe that any person can, without liability, make a patented device for his own use. This is mere hearsay, and positively is incorrect. Any person, firm or corporation, who either makes, uses or sells a patented device is liable to the owner of the patent for infringement in an amount based upon the actual damages and loss of profit sustained by the patentee. Then again, a majority of laymen believe that all persons must abide by provisions of city ordinances. However, a city ordinance is void if: (1) it contradicts a state law, or (2) such ordinance violates either the United States Constitution, the State Constitution, or the United States Statutes, and in many instances city ordinances have been held void because no state law authorizes the city to pass the ordinance in litigation.

Then again, many persons believe that a contract is void which is made on Sunday. Well, in many states a contract completed Sunday is valid, although in some states such contract is invalid. Now, let us consider written contracts. Assume that A makes a written contract with B which provides that A will store B's goods in No. 1 warehouse. Later A and B verbally agree that the goods shall be stored in No. 2 warehouse, which burns and the goods are destroyed. A believes that he cannot be held liable, although he knows that a warehouseman who without authority removes stored goods from a location, in which he agreed to store them, is liable for the loss. However, the law is well settled that no litigant may introduce testimony to show that a verbal statement or understanding was

used to *vary* the terms of a written agreement. Therefore, although the contract between A and B actually contained a verbal agreement with respect to removal of the goods, yet the court will not permit A to introduce testimony proving the contents of this verbal agreement because it would tend to vary the written contract. Therefore, A is in the same legal position as if he had had no verbal agreement with B respecting transferring the goods from No. 1 to No. 2 warehouse. On the other hand, it is advisable to explain that verbal agreements can be used to prove fraud with relations to the parties to a written contract. Moreover, two contracting parties may by a verbal agreement completely cancel a written agreement and then enter into a valid verbal agreement as a substitution to the written contract, and testimony may be introduced proving all of these facts. And again, if two persons have entered into a written agreement, they may make other verbal agreements respecting the same contract, providing the verbal agreements *do not vary, change, or contradict* the written contract.

* * *

Loss Liability

LEGAL EDITOR, *Distribution and Warehousing:* If a customer of a warehouse delivers goods for storage, and the same are packed in boxes, and then when he takes delivery of the goods he claims that he had a box of valuable jewelry stolen, is the warehouseman liable for the loss? *White Storage.*

Answer: Various courts have held that a warehouseman is not responsible for the loss of any unusual kind of merchandise, unless the owner informed the warehouseman that the package contained the particular kind of merchandise.

For example, in *Berry Cadillas Storage Co.*, 259 Mic. 104, a patron stored ordinary household goods with a warehouseman. After it had been in storage for several months the owner discovered that a small box containing valuable jewelry was missing. He sued the warehouseman for damages, but the higher court refused to hold the warehouseman liable and explained that household goods include only those things usually included, but that a warehouseman, packer, or shipper, or a carrier, is not liable for loss of any valuables that are not usually included in household goods.

This law is applicable with respect to all other kind of goods. (See 9 N. E. (2) 183, reported July, 1937, in which the same law was upheld.)

Validity of Foreign State Tax

LEGAL EDITOR, *Distribution and Warehousing:* A few days ago we received a notice from the County Assessor of Washoe County, Nevada, that we who operate a business in California must obtain a license at the rate of \$1.50 per cwt., a set of license plates at \$25.65, and also pay a flat fee of \$5 and an additional charge of personal taxation on the truck, if we operate in Nevada. Is a law of this nature valid? *Hollywood Storage Co.*

Answer: Depends upon whether it is written and intended to collect revenue for the purpose of maintaining the highways. The higher courts have held that a State may pass valid laws for collection of fees from the owners of motor vehicles from other states, if these fees are intended to be used for maintaining the highways. Also, a law is valid by the terms of which a state collects a personal tax on all property that is in the State at a specified time. For instance, railway companies pay property tax on all cars in different States on certain days, and sometimes the valuation over a given period is estimated. Usually the States do not demand payment of license fees for purchase of license plates, because of a mutual agreement. Moreover, many laws of this nature have been held void because such laws were not intended to obtain money with which to improve or maintain the highways, and under these circumstances taxation laws of a State designed to tax interstate business is void.

* * *

Goods As Security For Payment

LEGAL EDITOR, *Distribution and Warehousing:* Just what does a lien include? Also, can I hold the balance of a lot of stored goods as security for payment on the charges against the whole lot, if I have already delivered a part of the lot? *Howard.*

Answer: The latest higher court case on this subject is *San Angelo v. South End Warehouse*, (California) 61 Pac. (2d) 1235. In this case merchandise was stored from time to time, and removed at different time. The receipts contained a clause stating that the warehouseman held a lien for various charges, as taxes, insurance, transportation, etc., etc.

The warehouseman claimed a lien on the present lot in storage for all unpaid charges. The court upheld this claim. See January issue of *Distribution and Warehousing* for a complete report of this case, or read the cited case.

As to whether a warehouseman has a general or special lien depends upon the provisions in the receipt. Also, see Section 27 of the Uniform Act. With this clause the warehouseman has a general lien. See 332 Mo. 707, for a further discussion of the law on this subject. Also, see 131 Washington 623.

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False Statements On Stored Goods

NUMEROUS warehousemen have made inquiries about false, incorrect and fraudulent statements made by owners of stored goods, as to kind, value, condition and quality of the goods or merchandise when the same was presented for storage.

Therefore, it is important to know that the word "false" legally means not only an *intentional* incorrect statement, but also includes all acts, statements, guarantees, or *even silence*, on the part of the one party which deceives another party.

A great majority of controversies and litigations arising from "false" statements can be eliminated by having written agreements. One of the oldest rules of the law is that verbal agreements, promises and contracts made when a written contract is signed do not affect or change in the least the meaning of a written contract. Consequently, where a signed written agreement is in controversy, testimony which relates to verbal agreements between the warehouseman and the owner of goods will not be considered by the courts as evidence to *vary* the meaning of the written contract or agreement.

On the other hand, a verbal contract or agreement may be varied by verbal agreements made before or after the contract was completed. Moreover, a written contract may be modified by later written or verbal agreements.

Furthermore, it is well settled that a written contract may be rescinded or canceled by either party upon proof that the complaining party was induced to enter into the agreement by *fraudulent* verbal or written statements of the other party.

In other words, a valid written contract cannot be varied by verbal agreements, but a contract or obligation obtained by fraud or deceit is invalid irrespective of whether the fraud consists of written or verbal statements. Therefore, if an owner signs a written agreement that merchandise or goods offered for storage are in a specified condition and later the warehouseman discovers that the statements are false the latter

may immediately cancel the contract of storage; or demand higher rates; or compel the customer to immediately remove the goods from storage; or a new agreement may be made to satisfy the warehouseman.

On the other hand, assume that the statement made by the owner of the goods was verbal. If the customer desires, he may deny that he made the statements and the warehouseman can do nothing about it unless, of course, he has a witness who will testify in his favor. Even then the customer may produce a witness who will testify in his favor and the warehouseman is where he started without any witness to the conversation.

It is well to know that only contracts of a certain and predetermined nature are valid and enforceable, whether written or verbal. Various courts have held that a contract is not valid if any of the following questions may be answered in the negative:

- (1) Did one party submit an offer which the other unconditionally accepted?
- (2) Were both parties of legal age, of sound mind and did they have authority to enter into the contract?
- (3) Was the object of the contract lawful, and not in violation to a valid law?
- (4) Did both parties agree absolutely to perform one or more definite acts?
- (5) Were the obligations mutual?
- (6) Did both parties make truthful statements with respect to the subject of the contract?
- (7) Were the assumed obligations clear and not ambiguous?

Another important point of the law is that a warehouseman always is responsible for the acts which its representative commits *within the scope of the employment*. Moreover, a general authority to transact business may be conferred purposely or unintentionally on a representative, under which circumstances the firm is liable for contracts made with customers.

However, the liability of a warehouseman for the contracts made by his agent cannot be determined merely by the authority which the representative *says he possesses*. This is true because controversies of this nature are determined by the courts only after a very thorough investigation of how the customer became informed of the agent's authority to represent the warehouseman.

On the other hand, a warehouseman *always* is responsible for acts and contracts made by his manager, unless the warehouseman specifically notifies his customers that the manager does not possess general authority.

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Liens vs. Mortgages

LEGAL EDITOR, *Distribution and Warehousing*: Please explain the legal differences between liens and mortgages, with respect to priority of each. *Interstate Storage*.

Answer: Generally speaking, a warehouseman's lien is prior to a chattel mortgage provided: The chattel mortgage is not recorded, and the warehouseman does not have knowledge that the mortgage exists. In other words, if a warehouseman accepts goods for storage when knowing that the same are mortgaged, such warehouseman is upon the same legal footing as when the goods are mortgaged and the mortgage is properly recorded. In fact some courts have held that knowledge on the part of a warehouseman, with respect to prior liens, is very important when determining whether the warehouseman's lien is superior to other liens.

Another court held that if a person holds a mortgage on goods, and the mortgage is not recorded, the warehouseman holds a prior or superior lien to the mortgage if the holder of the mortgage had knowledge that the goods were being placed in storage and failed to notify the warehouseman that the mortgage existed. Of course, if the holder of a mortgage gives his consent to having the goods stored, or in other ways expressly or impliedly agrees to be responsible for the storage charges, the warehouseman's lien is superior to the mortgage although it is properly recorded.

On the other hand, consider the importance of state statutes. If a state law specifies that a warehouseman's lien is superior to all other liens, including recorded chattel mortgages, then of course the warehouseman's lien cannot be otherwise than a superior lien. This is true because the importance and priority of all kinds of liens is dependent upon provisions of state statutes. Obviously, however, a state law is invalid which is intended to render void contracts made before enactment of the state law. This means that contracts made before passage of a state law are not affected by the law, although all contracts made subsequently to enactment of the law are affected by such law.

IN THE COLD STORAGE FIELD

Cold Storage "Institute Plan" Substitute Discussed

APPROXIMATELY fifty representatives of cold storage warehouses attended a meeting of the Association of Refrigerated Warehouses held in Chicago, Aug. 9, to hear the report of the organization's special committee of fifteen, appointed last fall, to consider a proposed program for industry welfare.

The committee's report for the most part follows:

"The committee of five held a meeting in New York City on May 10, 1937, and agreed upon certain principles and recommendations to submit to the full committee.

"This report was made to the committee of 15 at a meeting held in Cleveland, June 25, 1937. After full discussion of all the phases of the question of industry betterment, the following recommendations were made to the executive committee of the Association:

"1. That in view of the differences of opinion existing, the 'Institute Plan' presented at the last annual meeting be set aside and the Franz Nielson Trade Association Bureau be eliminated from further consideration in connection with the program, such elimination being purely in the interest of harmony and in no respect a reflection on that Bureau or on the ability of Mr. Nielson.

"2. That the organization of regional Chapters of the Association of Refrigerated Warehouses be completed, if any are lacking.

"3. That the executive secretary be instructed to prepare a map or chart showing the number of public cold storage warehouses and the amount of public refrigerated storage space in each Chapter territory.

"4. That the executive committee of the Association of Refrigerated Warehouses consist of the president, immediate past president, and the latter's immediate predecessor in office, three members-at-large, and one member from each Chapter (each Chapter to also name an alternate) such members to be selected and elected in the manner set forth in the attached draft of by-laws amendments, and that this be effective at the next annual meeting of the Association.

"5. That an annual budget of \$35,000 be set up to finance the operations of the Association—the executive committee to arrange a graduated scale of dues that will provide such fund, but which will not work any hardship on smaller units or serve to disbar them from membership and cooperation—maximum dues to be based on a limit of 10,000,000 cubic feet of refrigerated storage space (maximum limit heretofore has been 7,500,000 cubic feet).

"6. That the executive office of the Association and its present personnel be retained and that the executive committee employ a competent man, with the title of 'executive vice-president,' to devote his entire time to industry welfare and betterment, working closely with regional Chapters and individual members of the Association, and performing such duties as may be prescribed for the administration of this program, based on the following general principles:

"(a) Sound rules of fair competition.
"(b) A sound and practical system of open price filing.
"(c) Adherence to published rates.
"(d) Study of existing tariffs in relation to costs to disclose non-compensatory rates and unsound practices.
"(e) Study of the entire question of customer financing by warehouses.

"(f) Research work to broaden the field of cold storage warehousing and improve present methods of cold storage operation.

"7. By unanimous action of the meeting, Messrs. Shoemaker, Hesse and Emmertz were appointed as a committee to prepare a draft of amendments to the by-laws of the Association in accordance with the foregoing recommendations, such draft to be attached to and made a part of the minutes of this meeting.

"8. On motion duly made, seconded and carried, it was recommended that the executive committee of the Association be requested to present the entire program, including suggested by-laws amendments, to the membership of the Association of Refrigerated Warehouses at a special meeting to be held at Chicago in August on the day before the opening of the annual convention of the International Apple Association.

"Your committee of 15 in making this final report, believes it has now fully discharged the duties committed to it, and thinks that the proposed plan now having the unanimous approval of the committee of 15, should receive the approval of the Association and complete cooperation of all the members of the industry."

After the report had been read there was considerable discussion of the work done by the committee. Frank A. Horne, chairman, said that the association's executive committee had cooperated closely, that the committee had worked hard on the suggested industry betterment plan and changes in by-laws, and that it unanimously recommended the adoption of both.

The remainder of the session was taken up with discussions of various details of the two proposals, with almost every warehouseman in attendance voicing his views and the views of his firm on the matter. Finally it was moved and seconded that the entire subject, including both the industry welfare program and the changes in by-laws, be referred to the executive committee, after which the meeting adjourned and luncheon was served in an adjoining room.

U. S. Cold Storage Enters Fur Business

THE U. S. Cold Storage Co., Kansas City, Mo., entered the fur storage business this spring. Expert furriers regard cold storage of furs in hot weather as the best method of retaining the natural oil which is their most satisfactory preservative and keeps them glossy and "alive" for years. When furs dry out they become brittle.

For years cold storage companies have sold their facilities for use by owners of fur coats. Generally speaking, it has not been a source of business for cold storage companies due to the fact that they do not have any contact with the public. They do business largely with wholesalers and jobbers, and haven't the public acceptance which is needed as the basis of a start in the business. The problem of reaching the public requires a different sales approach, and is the greatest obstacle to overcome. They advertised by direct mail, radio, newspaper and motion pictures from May 15 to June 26, and also used the telephone. Direct results were largest from the latter promotion. Prospects secured by telephone and not closed were followed up by direct mail.

In advertising, the company has emphasized "certified" cold storage, the certification coming from the American Institute of Refrigeration. This has been the most effective point in its promotion efforts to the public.

A vault was set aside on the 6th floor of the building 27½ by 130 ft. It is kept at a temperature of 25 degrees, with a dehumidifier to remove mois-

ture from the air. The double-deck standards will hold 20,000 furs, and another vault will be available when the business develops. The coats are packed 4 to the foot which prevents crushing of the hair if a tighter pack were used. The charge is \$3.00 for a coat of \$100.00 valuation, declared by the customer, and 2 per cent of the valuation of coats over \$100.00.

In a 20 by 40 ft. workroom next to the storage vault coats are given a preliminary air cleaning, which is 80 per cent effective in eliminating dust and completely destroys moth eggs. The coats go temporarily into storage. They are taken out to be thoroughly drummed in sawdust, minor repairs are made and they are given a second complete inspection. If any repairs are needed the customer is notified. The company has facilities for making major repairs, but the decision is left to the customer.

Response to the company's efforts for the first season has been very satisfactory.

N. Y. Tax on Merchants

Refrigerating Killed

THE New York State Court of Appeals, July 13, held that the warehousing business of Merchants Refrigerating Co. is not a utility business and hence is not subject to the gross receipts tax imposed by New York City local law on receipts of utilities. An opinion was written by Chief Judge Crane in which all concur.

Merchants Refrigerating Co. sought to review by certiorari the determination of Frank J. Taylor, Comptroller of the City of New York, taxing it under the local laws of the city which imposes a sales tax and a tax upon utilities. The Appellate Division unanimously confirmed the determination of the comptroller and dismissed the orders of certiorari.

Merchants Refrigerating Co. sells certain surplus refrigeration by means of pipes and conduits to customers outside its warehouses and on this business it pays a tax, but it contended that it was not subject to a utility tax on the refrigeration it uses in the course of its warehouse business:

"The city has subjected the appellant's entire refrigeration business—storage and all—to this utility tax. If the construction of the statute urged by the city is adopted, the statute is unconstitutional as arbitrary and discriminatory—unreasonable," says Judge Crane in the court of his opinion.

Again the opinion said:

"Appellant insists that as to its warehouse business, it does not sell refrigeration; that it stores goods and in connection therewith it *uses* refrigeration. In giving substance to this distinction, appellant compares itself to the operators of skating rinks, makers of ice cream, and owners of places air-cooled in summer and contends like them it performs a service in connection with which it *uses* refrigeration.

"It contends that it no more furnishes a refrigerating service than a turkish bath or a steam laundry furnishes a steam service, or a theatre furnishes refrigerating service in the hot weather. We agree with the appellant that the cooling of its storage rooms for the preservation of merchandise is not a sale of refrigeration or a sale of refrigeration service within the meaning of this Local Law No. 20 (Published No. 21) (Local Law No. 24, 1934). The temperature may attract customers and increase the charge but safe storage is the service sought and paid for."

Supporting contention of the appellant that the tax is discriminatory, the opinion says:

"Passing for a moment the franchise granted by the city to use its streets, what reason exists for including appellant in the class of those upon whom the tax falls? The city answers that the method, character and nature of appellant's business are sufficiently different from those of general non-refrigerated warehouses to justify difference in treatment for purposes of taxation. Different, they, of course, are. Even so, I apprehend that tax imposed only on warehousemen generally would offend the constitution as much as one imposed only on cold storage warehousemen. A second reason is suggested in that those engaged in rendering the service specified in the local law benefit substantially from money made available for unemployment relief as such services are necessary and essential to modern life; that they benefit materially from the improvement in busi-

ness. To the same extent would a food merchant, a clothing merchant—in fact, every business man in general. The reasons advanced by the city in support of the classification do not indicate a difference between appellant and other businesses not taxed which bears any reasonable relation to the attempted classification. Most of those utilities included within the classification have common characteristics that differentiate them from business in general. The classification was, as to them, held reasonable. Appellant does not share that common characteristic. No reason appears why appellant should be included within the incidence of the tax, while business in general was exempted."

Hints on Cold Storage of Oranges and Grapefruit

ADVANCED maturity at time of picking is not favorable to an extended storage period for oranges and grapefruit, the Department of Agriculture warns in its Farmers' Bulletin No. 1763 titled "Harvesting and Handling Citrus Fruits in the Gulf States. In general, "the less mature the fruit is when harvested the better it holds in storage." Further:

"Oranges ordinarily hold up well in cold storage at 32° to 38° F. for 1 or 2 months, but grapefruit cannot be stored as satisfactorily at low temperature for more than a short time, because at storage temperatures of 32° to 40° F. it frequently develops scald or storage pitting after being held for 4 or 5 weeks. These troubles may appear while the grapefruit is held at the low temperature or may develop rapidly after the fruit is withdrawn to a warm temperature. Susceptibility to these troubles varies greatly. Fruit from one grove may pit or scald within 30 days, whereas that from another grove may remain entirely free or show no symptoms of these physiological diseases until weeks later. While these troubles are only skin blemishes, they are unsightly and affect the market value of the fruit.

"Neither pitting nor scald develops to a serious extent on grapefruit held at about 50° F., but this storage temperature is more favorable to the development of fungus rots than are lower temperatures. Consequently, a 50° F. temperature for long storage is not as satisfactory for fruit subject to stem end rot as for that not susceptible to this disease. However, with the proper use of antiseptic washes at the time of harvesting, danger from loss on this account can be greatly reduced and advantage taken of this favorable temperature for storing grapefruit."

Wool Cleaned Quickly When Frozen

ABOUT 1,250,000 lbs. of wool are now being cleaned by freezing, a discovery of Robert M. Greenleaf, a Los Angeles mechanic. Greenleaf, who had been worrying for a long time on how to rid wool of its burrs, found the solution to his problem at a picnic. At this memorable event he opened some ice cream and threw solid carbon dioxide (dry-ice) in which it was packed on a woolen blanket which had been spread on the grass. When the time came to go home he picked up the blanket and shook it. Twigs, bits of grass dropped off miraculously. That gave him an idea. Why not freeze wool?

He made the experiment and when he shook the frosted wool a few minutes later, off dropped the knots of burrs.

The Lowell Textile Institute, Lowell, Mass., took up the process. The wool passes on conveyors through a room 40 ft. long and 12 ft. wide and 12 ft. high—a sort of box-like refrigerator. The temperature inside is about minus 40 deg. Fahr. About 1,500 lbs. of wool are frozen in an hour and thus cleaned at a cost of less than $\frac{1}{2}$ cent a pound.

MOTOR TRANSPORT

The Trucking Industry Must Be Preserved

IN the State Legislatures of the country were introduced, in the first six weeks of 1937, 2500 bills pertaining to the regulation of automotive operations, according to the National Highway Users Conference. Motor vehicles now outrank all other subjects as targets for the legislators. Many of these bills spell disaster to the for-hire truck operator and would constrict and retard the usefulness of private trucking.

Whence come these many bills aimed at America's prolific and popular industry? Are they the result of irresistible public demands? If they are not there must be something sinister in their sponsorship, since the only justification for such legislation is protection of public interest. Knowing the far-reaching activities of the railroad labor union as well as the ramifications of the railroad public relations program, we are impelled to the conclusion that these bills come from a well-directed effort of one carrier to wipe out another, which though new by comparison, has shown remarkable ability in gaining friends among the shippers.

Typical Bill

Typical of these bills is S-192 introduced in the Michigan Senate by John Reid, Secretary of the Michigan Federation of Labor and Charles Woodbury of the Brotherhood of Railroad Firemen. This bill, under the guise of promoting public safety, would require a maximum working day of 10 hours and two licensed chauffeurs on every double bottom vehicle.

The Motor Transportation Committee of the Detroit Board of Commerce examined the bill minutely and gave patient consideration to the possibility of the promotion of public safety through the adoption of these regulations. It was unable to find any evidence that the public in general would benefit and was forced to conclude that there could be but one real purpose behind the bill—to further cripple and hamstring the usefulness of motor transportation.

The railroads are now in the midst of an energetic campaign to

THIS article is a reprint from the May 17 issue of *The Detroit*, official publication of the Detroit Board of Commerce.

The facts revealed are for the benefit of those who may not be properly informed about the substantial contributions being made by highway haulage to industry—and about attacks being made on this form of haulage by opposing transportation interests.

gain national support for liberalizing the fourth section of the Interstate Commerce Act. One of their insistent arguments has been the inequality of the Federal regulation with which they are saddled. Is there not something paradoxical in a situation which finds the railroads on one hand pleading for relaxation from the legislative clutch and at the same time marshaling every effort to lock motor transportation in the same statutory grip?

Unless some of these anti-truck bills are successful in sliding through unobserved by shipper and motor carrier interests, motor transportation is not going to be displaced. It found its birth in a period when rail transportation on short-haul traffic was distinctly unsatisfactory and indifferent. The truckers supplied a long felt need for overnight service to markets within the 300 mile radius.

For a long time the railroads looked down their noses at motor carriers and told the public "we have a superior type of service which we can demand more money for and which the shipper cannot do without."

The truckers labored long and labored well. They not only disproved the railroad claim of "a superior service" but they actually

bettered it. The shipping public is not ready to abandon the benefits accruing from that service. Knowing that many of the railroads either have or are attempting to initiate motor operations or have bought them where they are established we deduce that the railroad program is twofold! Legislate the trucks off the highways if possible, and for fear it may not be possible get into the business.

Carl Gray, President of the Union Pacific, speaking at the annual meeting of the Chamber of Commerce of the United States in Washington pointed with pride to the railroad depression record of carrying on in the face of a 50 per cent decrease in tonnage and wondered whether other lines of business could say they had done as well. We think the motor carriers can. They carried on, they improved their service, they made new friends during the depression. They made themselves felt in the transportation field as never before. It was then and only then that the railroads began their efforts to provide the much needed door-to-door service on less than carload traffic. This was directly attributable to motor carrier depression activities.

Pro-Shipper

The Detroit Board of Commerce is not pro-truck nor pro-railroad. But it is pro-shipper. Its Transportation Committee and allied committees controlling much of the Detroit traffic are committed to a policy of preserving the advantages of all forms of transportation. The Interstate Commerce Commission by the Motor Carrier Act of 1935 is required to preserve the vigor of the trucking industry. Trucking may not suffer at the hands of the Commission, but there is no such assurance as respects State Legislatures.

Every industry is bound to lose something through the disappearance of trucking from the transportation competitive field. Detroit, as the nation's largest manufacturer of equipment used in such transportation, stands to lose two ways—as a builder of trucks and a patron of their services. The Board will continue to oppose legislation that under the guise of protection of the public operates to destroy trucking.

TRANSPORTATION

Department Conducted by
F. EUGENE SPOONER

10-Hour Driving Rule in Oklahoma

Ten hours driving, with at least 6 hrs. rest between shifts, is the outstanding point in new regulations for drivers of trucks and buses in Oklahoma, recently promulgated by J. M. Gentry, commissioner of public safety. The rules for intrastate carriers, approved by Governor E. W. Marland, are identical with safety rules imposed July 1, by the Interstate Commerce Commission on all interstate carriers.

The rules cover selection of drivers, operation of vehicles, safety accessories, and procedure for reporting accidents.

Chief of eleven requirements laid down for selection of drivers, are physical and mental good health, good eye-sight and hearing, and no color-blindness. Drivers must be at least 21 yrs. old with 1 yr.'s driving experience during the four seasons. They must have knowledge of all carrier's regulations, speak the English language, and abstain from use of intoxicants while on the road.

Texas Interstate Trucks Need No Rail Com. Permits

Truck transportation companies operating exclusively interstate commerce under a pending application to the Interstate Commerce Commission may not be required to have permits from the Railroad Commission, it has been ruled by the Third Court of Civil Appeals here, in a decision rendered in four cases appealed by the commission from a Travis County district court. In the lower court a temporary restraining order was issued preventing interference by the commission and the Public Safety Department with operation of carriers of A. E. Bates, M. L. Peterson, Wesley Howard Williams and J. S. Futch, motor truck operators.

The operators sought and were granted an injunction after drivers had been arrested. They claimed the right to operate under the Federal Motor Carrier Act of 1935, particularly that section providing that an interstate carrier operating prior to the effective date of the act may, by filing application for a certificate of convenience and necessity with the Interstate Commerce Commission within 120 days after the effective date, continue

operation until the application was finally passed upon. The appellate court followed Supreme Court rulings in similar cases, explaining that while the Railroad Commission might invoke police regulations on exclusive interstate trucks operating on a pending application, it could not require a certificate until the Federal right had been made permanent.

Colorado Road Fee Cut to 2 Mills a Ton-Mile

Colorado motor truck operators will benefit through a bill passed by the state legislature that reduces the ton-mile tax from 3 to 2 mills per ton-mile. Passage of this and two other bills regulating motor trucks culminated a bitter fight for the establishment of a flat tax system.

Opponents of the flat tax plan, including the Colorado Transfer & Warehousemen, the Motor Truck Common Carriers' Association, and the Motor Traffic Protective Assn., felt it would penalize the small operator and benefit the large.

They had favored a simple reduction of the existing tax, but had practically given up all hope of winning any adjustment and concentrated on the defeat of the flat tax proposal.

In the last few hours of the session, the Colorado Senate suddenly scrapped the flat tax proposals which had been given it by the House, substituting a bill reducing the existing ton-mile tax from 3 to 2 mills, and adding two other measures.

First of these was a bill requiring all operators, either commercial or for-hire, to place a cash deposit with the Public Utilities Commission. The amount of this deposit is to be left to the discretion of the commission, but in no case is it less than one and one-half times the computed average monthly tax of the operator, and in no case less than \$10 nor greater than \$2,000.

The other proposal provided for a slight change in the time period in which the commission shall bill the operator for the tax, also the period in which the operator shall remit.

All three provisions become effective June 1, 1937.

Not only were these bills welcomed by their supporters, but

immediately received the backing of the flat tax proponents who saw that their proposals were doomed.

According to J. F. Rowan, of the Motor Traffic Protective Association, it is the first time in the history of the state when all factions of the trucking industry, including Public Utilities Commission, highway, and other state departments, were united on a legislative program.

The Public Utilities Commission and the heads of the various trucking associations believe that due to the 33 1/3 per cent reduction in road tax, operators will be not only more willing, but also more able to meet their obligations to the state.

The required posting of a cash deposit will protect the state against the loss which has occurred through failures in business and deliberate action on the part of some operators to defraud the state of road taxes. Under the previous plan, much payment of taxes was escaped, especially by itinerant interstate operators.

I.C.C. to Allow Route Changes Without Need of Hearing

Motor carriers under the jurisdiction of the Interstate Commerce Commission may secure permission to make route changes without filing applications for extension of operations, and without the formality of a hearing, provided the change of route satisfies two requirements, namely:

1—The change must not amount to any substantial change in service between the terminal points, or to and from intermediate and off-route points.

2—The change must not involve any question of public convenience and necessity or consistency with the public interest and policy as established by the Motor Carrier Act.

Permission must be filed with the I. C. C. applications on form BMC-70. Information required must show the difference between the old and the proposed new route. Copies of the application must be served upon all known direct competitors by motor vehicle, rail, or water and must be filed with state boards having jurisdiction over motor carrier operations.

A map, specifically outlining both the old and the new routes, must be submitted with the application.

If the application is not granted, the applicant will be sent proper forms in order to apply for a certificate or permit to extend his operations as desired, officials added.

Holman Bureau Plans Lower Movers Rates

The board of directors of the Household Goods Carriers Bureau in an effort to meet the rates of the Independent Movers and Warehousemen's Association, authorized its agent, G. B. Holman, to publish a supplement in line with the rates contained in Agent W. M. Miller's MF-ICC No. 11-A.

Agent Miller's tariff, which was filed with the I. C. C. effective Aug. 28, named about 30 participants, members of the Independent Movers association, which held its first annual meeting Aug. 13 and 14 at Washington. At this meeting a committee was appointed to meet with the Holman Bureau directors to discuss and iron out, if possible, differences in their respective tariffs.

The supplement to the Holman tariff will contain reduced rates to meet the Independent competition out of and between Alabama, Arkansas, Florida, Georgia, Mississippi, Tennessee and the Carolinas.

The directors of the Household Goods Bureau expressed a desire to have the Miller rates adjusted upward, but the action authorizing the reduced rates was taken, it was said, as a protective measure in the event that the Independent Movers refused to agree to an upward revision.

Thompson Elected President General Warehouse Atlanta

B. P. Hunter retired July 1 as president of the General Warehouse & Storage Co., Atlanta, Ga., and J. T. Thompson was elected president and manager to succeed him.

Mr. Thompson and Mr. Hunter organized the company in 1931, and have been engaged in its operation since that time. Mr. Hunter devoted his entire efforts to the operation of the warehouse, and Mr. Thompson handled the solicitation of business. The company has grown steadily each year, and the mem-

bers of the firm are to be congratulated on the results achieved.

Motor Carrier Act Approved By All States

The Interstate Commerce Commission has announced that its motor carrier safety regulations for common and contract carriers have been recognized by every state and the District of Columbia, and have been adopted in whole or in part by 26 states.

The regulations, issued under the motor carrier act, were the initial ones and became effective on July 1. They offered an important step toward nationwide uniformity in safety rules for highway traffic. The regulations, covering interstate trucks and buses, embraced restrictions on qualifications of drivers, the driving, the equipment of the carriers and the reporting of accidents. Close cooperation between the Federal agency and state enforcement bureaus is being maintained.

I. C. C. Sets N. Y. Rates On Wood Pulp And Waste Paper

The Interstate Commerce Commission has authorized the establishment of an import and inter-coastal rate of not less than 18 cents a hundred lbs. on wood pulp, and an intercoastal rate of not less than 20 cents a hundred lbs. on scrap or waste paper shipped from New York Harbor points to Oakland, N. Y.

The Commission defined the New York Harbor points as New York City stations, New York Harbor lightering points, Brooklyn and L. I. City stations, Jersey City, Weehawken, Hoboken, Edgewater and Newark.

The rates authorized are applicable only to shipments on the New York State Barge Canal during the season of navigation.

Ohio-N. Y. Reciprocal Truck Agreement

The New York State Motor Vehicle Commissioner has announced that a tentative reciprocal agreement has been reached with the state of Ohio under which New York state truck owners operating in that state would no longer be subject to Ohio public utility taxes.

Efforts to secure reciprocity with Ohio have been under way for some time. While Ohio truck owners have benefited by the failure of New York state to impose a tax, New York-owned trucks entering Ohio have been subject to a tax imposed by that state, the permit fees ranging from \$40 to \$100 a truck.

SAVES 50% ON COSTS

(Continued from page 7)

neighborhood of 90 cars per month.

Warehouse service is paid for at the rate of so much per piece. Because of the great fluctuation of stocks warehoused, this is the only practical arrangement from the company's standpoint. Warehouses are not permitted to deliver less than a case of any item—handling costs thus being held to a minimum.

Only Class A warehouses are used.

Connecticut Raises Liability Insurance Minimum

The Connecticut Public Utilities Commission issued an order July 26 to 3,200 truck operators in the state boosting the minimum amount of public liability insurance coverage. At its last session the General Assembly raised the amount of damages that may be awarded in the courts for death in an accident from \$10,000 to \$15,000.

In line with this the Commission, which formerly demanded \$10,000 minimum in liability insurance for one death or injury and \$20,000 for death or bodily injury to more than one person in a single accident, has now made this minimum \$15,000 and \$30,000 in liability insurance coverage. Property damage coverage remains as previously, \$5,000.

Notices to truckers made this change effective Aug. 2. Policies after that date must conform to the new limits. All insurance policies must contain the new minimums by Dec. 31, 1937. Policies now in force may continue on the old basis until Dec. 31 unless they expire between Aug. 1 and Dec. 31, but the insured, of course is liable for suits under the new law.

The new regulation applies to contract carriers who have to file evidence of insurance before obtaining a certificate. Interstate carriers must have their insurance in companies licensed to do business in Connecticut even if they are doing an interstate business. Truckers doing interstate business exclusively follow regulations of the Interstate Commerce Commission,

which allows insurance with a company licensed to do business in any state in which the trucker operates.

As in the commission's earlier regulations on insurance the public liability and property damage coverage concerns any bodily injury or death to persons other than the insured's employees and damage to property other than the insured's own truck or its contents.

N.W. Truck Tariffs Clarified

Consolidation of 150 individual motor carrier tariff bureau publications into five tariffs will probably be made when the truck operators of the northwestern states organize the Pacific Island Tariff Bureau, an Oregon corporation.

Fifteen major truck lines of the Pacific northwest have signified their intention to become members of the new bureau. R. H. Culbertson, president of the Pacific Northwest Motor Rate Coordinating Bureau, Seattle, has been appointed chairman of the new corporation. Clinton S. Reynolds, of Tacoma, Wash., and Leland James and Edgar Beard, of Portland, Ore., have been appointed a committee to prepare a constitution and by-laws.

The five tariffs now being prepared will cover operations in Oregon intrastate; Washington intrastate; between points in western Oregon, western Washington and California; and between points in Oregon, Washington, Idaho, Montana, Utah, California, Colorado and Wyoming.

Central State Tariff Schedule Now Simplified

What is declared to be the greatest forward movement in the rates and tariffs program of the Central States Motor Freight Bureau, Inc. is now an achievement, namely the issuance of five area tariffs. This eliminates from the picture hundreds of individual tariffs and consolidates into five area tariffs practically all individual tariffs which have caused widespread havoc by undermining the motor freight rate structures in that territory.

On holdouts against joining the Bureau set-up on rates, formal complaints will be filed with the I.C.C. in an attempt to effect

cancellation of these individual tariffs.

Class rate supplements are also effective now and contain new rules and competitive rates of carloading companies.

Consolidated Adds New Lines

I. C. C. approval has been given the purchase by Consolidated Motor Lines, Inc., of Connecticut, of the operating rights and property of Simpson Transportation Lines, Ralph's Motor Express and Thompson Motor Transportation Co.

During the last year Consolidated has further extended its delivery service in New England, and has also opened new terminals at Newark, N. J., Hartford and Norwich, Conn., and Lawrence, Mass.

The new additions will build up the number of employees to more than 800 with a payroll of \$1,700,000. The company will have more than 500 trucks in operation between New England points, New Jersey, New York and Pennsylvania.

New England Truckers Agree on Rate Increase

Sixty of the sixty-eight licensed New England interstate carriers have agreed on a 10 to 25 per cent increase per 100 lbs. in the rate on freight trucked through New England, New York and New Jersey. Increases in commodity hauling rates will follow, it is stated.

English Re-elected President Texas Motor Transportation Assn.

Owing to the fact that Henry E. English had not time to carry out the complete plan of his administration, a resolution was adopted by the convention of the Texas Motor Transportation Assn., at Galveston, held in July, to re-elect him president for the ensuing year. Mr. English is president of the English Freight Lines and secretary-treasurer of the Houston Port Warehouse. The other officers were also re-elected.

The board of directors is made up of the officers and two members elected from each carrier group, and the chairman of the various groups. Several members

were elected to the board of directors as follows:

Local cartage group, W. C. Boyce, president, Armstrong Transfer & Storage Co., Amarillo; Common carrier group, J. P. Tarry, president and manager, Tarry Warehouse & Storage Co., Wichita Falls; Household goods group, R. Q. Bekins, president, Bekins Van & Storage Co., Dallas; Group chairmen: Local cartage group, F. G. Dorsey, owner, Patrick Transfer & Storage Co., Houston; Household goods group, Roy Wilson, owner, Roy Wilson Transfer & Warehouse, Longview; Oil field haulers' group, A. W. Dunn, Dunn Transfer Co., Marshall.

I.C.C. to Cut Hours in Cab

The Interstate Commerce Commission is planning a scientific study on the relationship between motor vehicle accidents and driver fatigue. This study is not to be carried out by the commission, but will be made under the supervision of experts in other branches of the government.

The plan for the study was disclosed by Examiner R. W. Snow, of the ICC, who in July made public his extensive report, together with regulations recommended for governing the maximum hours of service of motor carrier employees. He had before him data gathered in months of hearings from many parts of the country in writing his study.

"There is little factual evidence in existence on the question of driver fatigue and its effect on motor vehicle accidents," he reports. "The data which are available do not show definitely that one becomes an unsafe driver at the end of any specific period within the limits recommended by the proposed regulations."

POSITION WANTED

Am seeking a position dealing with traffic problems. Am 27 years old, and have had 6 years' experience in various phases of traffic in shipping department of a large industrial corporation. Interested chiefly in making a connection with opportunity for the future. A-1 references. Will locate anywhere.

Box L-852

*Distribution and Warehousing,
249 West 39th Street, New York City*

Would Have Congress Exempt Truckers Operating Between Contiguous Municipalities

(Washington Correspondence): The Port of New York Authority has placed itself on record as favoring enactment of the Moore-Kenney bill intended to correct a defect in the Federal Motor Carrier Act which did not become apparent until a few weeks ago through a decision by the Interstate Commerce Commission in interpreting Section 203 relating to the exemption of local truckers operating interstate but wholly between contiguous municipalities or zones adjacent to or commercially a part of municipalities. The Senate measure, introduced by Senator A. Harry Moore of New Jersey, is known as S 2818, and the House bill as HR 8129.

In a letter to Representative Clarence F. Lea, chairman of the House Committee on Interstate and Foreign Commerce, John E. Ramsey, general manager of the New York Port Authority, urging prompt and favorable action, wrote:

"We believe it was the intention of Congress to exempt purely local truckers and draymen from the requirements of filing tariffs, submitting periodic account reports, etc. However, the present Act delegates to the Commission authority to exempt or not to exempt truckmen operating wholly between contiguous cities lying on two sides of the State line. A local trucker between Newark, N. J., and New York City or between Elizabeth, N. J., and New York City who in good faith assumed he was exempt (since both of these points have always been regarded as part of Greater New York) now finds himself subject to a statute carrying penalties of fine or imprisonment for non-compliance. Scores and perhaps hundreds of such truckmen have been technical violators of the Motor Carrier Act since July 1. This situation arises because the Commission, by exercising its discretionary powers, has removed the exemption as to operation between contiguous municipalities granted by Congress.

"The industries, distributors, truckers and terminal companies around New York Harbor have built up a fabric of inter-communication under the assumption that this is one commercial area. Congress confirmed this view in 1921 by ratifying the compact between New York and New Jersey which set up the bi-state Port District and created the Port of New York Authority. The 74th Congress in Public Resolution No. 108 strengthened the unity of the District by authorizing the Secretary of the Treasury to treat movement

of bonded goods between the customs houses of Newark, Perth Amboy, and New York as though taking place wholly within one jurisdiction.

"The Commission itself has repeatedly held that, for railroad rate-making purposes, the district is a common commercial area. In dismembering the district now for the purpose of administering the Motor Carrier Act, we believe that the Commission is reversing its previous good judgment. However, our appeals for reargument and reconsideration have been denied by the Commission and our surest remedy appears to be a clarifying amendment which will state more precisely the intent of Congress.

"By removing the 'unless and the extent' clauses upon which the Commission rests in nullifying the exemption of contiguous municipalities, and by specifically defining what constitutes a metropolitan exempt area, the bills will clear up the present confusion."

In asking prompt action by the committee, Mr. Ramsey requested the privilege of appearing before them in support of the bill, if a hearing is necessary.—(George H. Manning, Jr.)

POSITION WANTED

Am seeking a position as acting superintendent, warehouseman, solicitor or in an executive capacity. Valuable experience and qualifications. Willing to locate anywhere.

Box K-751,

*Distribution and Warehousing,
249 West 39th Street, New York City*

Examiner Favors Restriction of Unregulated Trucking by the Railway Express Agency

(Washington Correspondence): Expansion of Railway Express Agency into an unrestricted trucking organization free of regulation under the Motor Carrier Act will be halted if the Interstate Commerce Commission accepts a report filed by Examiner C. I. Kephart after lengthy study.

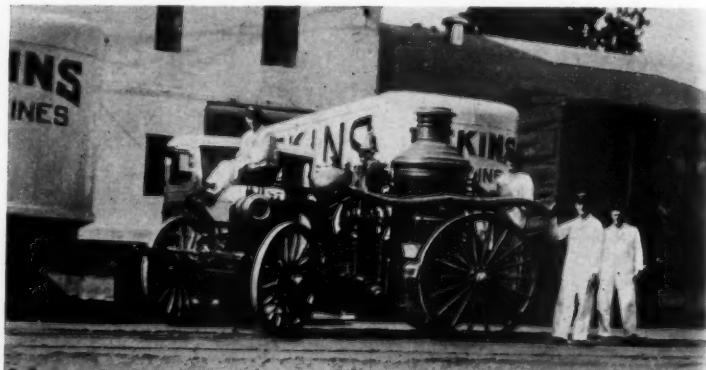
The contention by the rail-controlled transport system that its operations, regardless of their scope, are subject only to Part 1 of the Act, and not amendable to provisions of Part 2, the motor carrier section, is of grave concern to organized trucking. If sustained, that principle would sap away the foundation of the truck law, industry leaders and attorneys have warned.

Examiner Kephart takes a "middle of the road" view; he does not go as far in his recommendations as the truckers desire, but does hold operations by Railway Express Agency subject to the motor carrier Act when distance hauls are involved.

In ordinary collection and delivery express traffic, which involves interstate or foreign commerce—the principal function of the Agency—the Examiner finds the service subject only to Part 1, which effects control over railroads and their subsidiaries.

But, he finds, in performance of road-haul common carrier motor carrier express service—that is, beyond the established collection and delivery limits of municipalities—Railway Express Agency trucks stand in exactly the same position

JUST ANOTHER SIDELINE



Fifty years old and out of service during the past 20, this Sacramento antique with several others will again go into action, this time as the property of the 20th Century Fox Film Corp. in a picture that will depict the Chicago fire. The Bekins Van & Storage Co. got the job of loading them on freight cars to be routed to Beverly Hills, where the engines will go into action.

as those of other highway transporters and must abide by requirements of the motor carrier Act.

Equally as important as that holding—in some sections of the country far more important—is the Examiner's ruling that substitution of truck service for abandoned rail lines, or its inauguration in places where rail service has not previously been afforded, makes the Agency subject to the Act. This additional limitation was written into the proposed report and order: "In the performance of interstate or foreign commerce of contract motor carriage for railroads, whether in road-haul, transfer of traffic between stations at municipalities, or collection and delivery of freight or passengers' baggage, applicant [Railway Express Agency] is subject to Part 2 by virtue of the definition of a contract carrier in Section 203 (a) (15) thereof."

This inquiry has been in progress since Feb. 11, 1936. The Agency had asked for a ruling whether the provisions of the Act apply "to any of its operations by motor vehicle in interstate or foreign commerce." The application stated ownership of Railway Express Agency is vested in 86 railroads, but its operating functions are related to 428 railroad companies. After paying expenses, it divides its profits among the roads on the basis of the amount of express business transacted on their respective lines, it was explained.

Because it is wholly owned by railroads, the agency argued that the service performed are those of railroading and therefore subject only to Part 1 of the Act. Labor relations would be complicated and division of revenues made impossible, except on some arbitrary basis, if part of the service was determined to be railroading and part motor trucking subject to the Act, the agency protested.

The Examiner did not consider, however, that this would present a serious obstacle or that it should be a controlling argument.

The fact that ICC already had held, without Court challenge, that collection and delivery service is a part of the railroads' function, limited the field of operation which truckers were able to argue, with logic, should now be brought under the Act. They, therefore, emphasized argument against distant carrying free of supervision under the Act and were successful on that point.—(James J. Butler.)

New York Sets New Brake Stop Distances

New York State's new brake efficiency law sets up rules for testing vehicles on the highway

by whatever methods that may be readily available for insuring reasonable accuracy. Whenever possible, however, the tests will be made by deceleration measuring testers designed for the purpose and calibrated to be read in feet to stop from 20 m.p.h. or equivalent units.

The service brakes on every motor vehicle and every combination under any condition of loading shall be capable of stopping the vehicle by reducing its speed of 20 m.p.h. on an approximately hard, dry, level road, substantially free from loose material within the following specified distances: Brakes which can be applied to every wheel, 30 ft.; brakes which cannot be applied to every wheel, 45 ft.

Auxiliary brakes shall be capable of at least of holding the vehicle on any grade upon which the vehicle may be operating. Such brakes shall be capable of stopping the vehicle by reducing its speed at a rate sufficient to bring it to a stop from a speed of 20 m.p.h. within a distance of 75 ft. Also such brakes on vehicles on which the braking effort is applied to a drum or drums mounted on parts of the propelling mechanism shall be capable of withstanding a force equal to 25 per cent of the total of weight and carrying capacity of the vehicle or combination when tested on a dynamometer type of brake tester.

Indiana Limits Size of Trucks

The Indiana state highway commission has issued new regulations governing the issue of permits for the operation of oversize and overweight vehicles on Indiana highways. The rule provides that applications for permits must be made to the state highway superintendent in the subdistrict in which the load originates. The application is subject to review by the highway district engineer and by the maintenance department. Under a 1937 statute a fee is charged for the issuance of permits for some classes of vehicles.

Of special interest to warehousemen and common carriers are the following new rulings:

On application for oversize equipment the haul should be limited to approximately 50 miles where there are shipping facilities. If there are no ship-

ping facilities special consideration could be given. If necessary to haul the load for a total distance of at least 20 miles to and from shipping points, the application can be considered.

No application should be approved allowing vehicles to use posted roads or bridges if the gross weight of the vehicles is greater than the load for which the road or bridge is posted, unless it is impossible to get to the destination any other way. If it is necessary to allow a heavy load to move over a posted bridge, it must be fully understood that the applicant shall be held entirely responsible for any damage.

Application to move loads more than 10 ft. 6 in. wide should be kept at a minimum, especially if they are to be moved any great distance.

No application should be considered for hauling oversize or overweight loads when the material to be hauled could easily be subdivided and hauled in smaller loads that will comply with the law.

Applications requesting permits to haul several loads during a 10, 20, or 30-day period should be accompanied by a report numbering each load, naming the item to be hauled, the weight of each load, the width, length of the truck, and the date that the load will be hauled.

New Hampshire Wants Brakes on All Trailers

Legislation is pending in New Hampshire making mandatory the installation of adequate brakes on all trailers and semi-trailers of 1,500 lbs. or more.

The existing law requires brakes on four-wheel trailers but not on semi-trailers.

New York City Exempts Goods from Outside Plants

Merchandise which is ordered in New York City but delivered from plants outside the city is exempt from the New York City 2 per cent sales tax, the Appellate Division recently ruled. The court's decision was made on appeals taken by the National Cash Register Co. and the West Publishing Co. from rulings made by Controller Frank J. Taylor.

Studebaker Offers Diesel Truck

New Model Powered With 6-Cylinder Hercules Engine;
Chassis Designed for 9, 12, and 15-Ft. Bodies

THE Studebaker Corp. has announced the introduction of a special Studebaker Diesel-powered truck known as model J20D. The chassis is designed for 9, 12, and 15-ft. bodies with 138, 162, and 180-in. wheelbase dimensions. Prices at the factory are listed as \$2,450, \$2,500, and \$2,550, respectively.

The new truck is powered by a six-cylinder Hercules engine, model DJXB, with bore and stroke dimensions of 3½ in. by 4½ in., giving a piston displacement of 260 cu. in. Torque rating is 174 lb.-ft. at 1200 r.p.m. Gross vehicle rating of the J20D is 15,000 lb., 1000 lb. greater than the model J20 gasoline powered truck of two to three ton rating.

Rear axle is of two-speed, full floating design, with a standard gear ratio of 7.62, slow, and 5.57

starting motor, with solenoid control, is powered by the four, 24-volt batteries, of 17-plate design. The ampere capacity of each battery is 136 hrs.

The fuel tank has a capacity of 30 gal. and is mounted at the left side of the frame. A stand-

leaves are mounted on the front axle; springs of the same material, 54 by 3 in., with 13 leaves, and auxiliary springs 36 by 3 in., with nine leaves on the rear. Lockheed hydraulic brakes are supplied which provide a total effective brake area of 320½ sq. in. The emergency brake is of the transmission band type, with 87 sq. in. total effective area. Emergency brakes at the rear wheels may be had at extra cost.

Michigan Now Regulates Truck Drivers' Work Hours

Governor Murphy of Michigan has signed the Brooks bill regulating the hours of truck drivers, passed by the legislature in July. It was enacted as a safety measure. The law provides that truck drivers may not be kept on the road and at the wheel of their vehicles for more than 14 hrs. at a time; that a 10-hr. rest must be allowed between each 14-hr. run, and that the 14-hr. period on duty include 2 hrs. of rest. Drivers are required to keep logs of their trips.

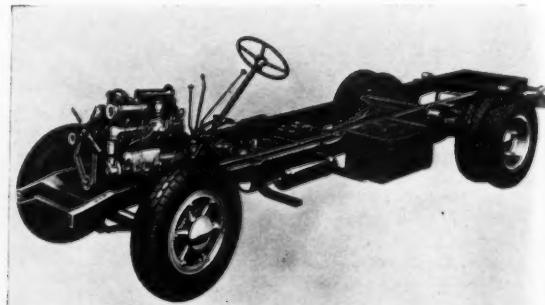
The new statute is designed to



The powerplant of the new Special Studebaker Diesel Model J20D.



Studebaker Diesel-powered tractor for heavy-duty work



Chassis view of new special Diesel Studebaker model

fast; front axle is of the Reverse Elliott type.

A single plate, dry disc clutch with woven molded facings and a ball release bearing is furnished. Needle roller bearings are provided in the universal joints. Fuel tank of 30-gal. capacity is provided at the left side of the frame. A standard vacuum governor set at 2600 r.p.m. and a wet type of air cleaner are provided.

A current voltage generator regulator is provided for the 12-volt generator and lighting system. A heavy-duty 24-volt

ard vacuum governor set at 2,600 r.p.m., and wet type air cleaner are provided.

A tubular radiator core with a radiator frontal area of 517 sq. in., centrifugal waterpump, has a 20-quart capacity. It has a full-length water jacket and is provided with a thermostat. Cast steel spoke wheels are standard equipment, but disc wheels may be had. Cam and lever type of steering gear, with an 18 to 1 ratio is provided. The steering wheel has a 20-in. diameter.

Silico-manganese semi-elliptic springs, 39 by 2½ in., with nine

prevent major accidents on highways which result from overworking truck drivers.

Trucking Reciprocity Between Michigan And Indiana

The new highway reciprocity board of the state of Michigan has negotiated its first agreement with Indiana which will greatly assist interstate trucking between these states. Under the terms of the pact each state agrees to waive payment of license and mileage fees on foreign trucks bearing their license plates.

WE'VE HEARD THAT--

(Concluded from page 16)

Segregation of Imports

SEGREGATION of merchandise remaining in customs custody after duty payment may be permitted by collectors under the authority of Section 562 in the tariff when an importer desires to export articles which have not been ordered or are defective, the Customs Bureau has ruled. Other requests for the manipulation of goods entered for consumption are to be referred to the bureau for decision. Under the tariff provision quoted the Appraiser's Stores building is designated as a constructive manipulating warehouse.

UP Warehouse in Seattle

A \$250,000 merchandise warehouse will be built by the Union Pacific Railway in the industrial center of Seattle, Wash. The building, which will provide 3½ acres of floorspace, will be occupied by Sears, Roebuck & Co. as a distribution center for retail stores in Washington, Oregon, Idaho and Western Montana, and for direct shipping to customers.

Hawaiian Rates

ATLANTIC and gulf steamship service have advanced their eastbound rates from Hawaii, effective Aug. 1, while the westbound rates become effective Aug. 15, whereas the Pacific coast-Hawaii lines made their increases in both directions applicable Aug. 1. The Atlantic and gulf eastbound rates are to advance \$1.00 a ton, the increase to be applicable also to canned pineapples and juice, on which the trans-shipment rate will go up to \$13.00, while on direct steamers the rate will be \$12.50. On westbound the Atlantic and gulf services to Hawaii rate advance will be generally \$1.00 a ton, but in some instances the increase will be greater.

Paint Sales

LONG delayed buying of paint products has been released at such a rapid rate this year that producers and distributors have been taxed to meet requirements. Industrial demand predominates a nation-wide increase, bringing retail sales in the first five months of this year 20 to 35 per cent over the comparative 1936 volume. Wholesale buying in many cases is more than double that of last year.

Canners League Protests East Bound Rate Increase

THE Canners League of Calif. has filed a petition with the Interstate Commerce Commission asking suspension of the increased eastbound rates on canned goods published by the transcontinental railroads. The rates under attack represent increases of 5 cents per 100 lbs., the increase being equivalent to the emergency surcharge formerly applied. It is contended by the League that the eastbound transcontinental rates on canned goods are the only rates on canned goods in any part of the country to be increased by the amount of the emergency charge under Ex Parte 115 or independently thereof.

The complaint charges that the transcontinental carriers had initially proposed to increase westbound and eastbound rates by similar amounts at the same time. The carriers, however, heeded pleas of canners having westbound traffic from group C-1 and west that an increase in rates made effective before Jan. 1 next would work hardships, inasmuch as they had contracted to make heavy deliveries to the western markets, these sales having been based on the present freight rates.

The League further contends that the same situation controls the operations of the western packers who will not be able to make shipments on their sales contracts for the reason that crops of pineapples, peaches, pears and tomatoes will not be ready for canning in some instances until late fall. It is asserted that the same conditions which caused the carriers to extend the effective date on the westbound rates exists in connection with the eastbound movement to an even greater degree because of the heavier movement from, and the longer packing season on the Pacific Coast.

Big Business Not Always Profitable

THE Twentieth Century Fund, Inc., reported that a 2-yr. factual study had "exploded" the idea that big business is always a synonym for immense profits. Only about twenty of 200 giant corporations of 1909 proved profitable for investors in their common stocks over the following 15-yr. period, the study found, while even the "trusts" of the 1900's, contrary to general belief, were uncertain profit-makers.

The majority of large corporations existing between 1900 and 1903—the "trust" period—up to 1914, had not been profitable for the investors who bought their common stocks, the study said.

In reference to the "trusts" the study found that of thirty-four for which figures were available, the average ratio of earnings to stated capital over a period varying from 7 to 14 yrs. ranged between only 1.6 per cent and 12.3 per cent. Average earnings of 6 per cent or more, were reached by only nine of the companies. The average dividend paid was only 2.7 per cent on the par value of their common stock, with only six averaging 5 per cent or more and nine making payments for periods ranging up to 14 yrs.

Sugar to Fulton, N. Y.

THE Interstate Commerce Commission has authorized establishment of a lower rate on sugar, in carloads, from Philadelphia to Fulton, N. Y., to enable rail carriers to meet the competition of trucks which haul the product for a large candy manufacturer.

The authorization is carried in a decision on Fourth Section Application 16439, and permits establishment of a rate of 18 cents per 100 lbs., plus an amount equivalent to the former emergency surcharge. The normal rate is 25 cents. At the same time the commission denied lower rate on cocoa butter.

WHAT'S NEW

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to
DISTRIBUTION AND WAREHOUSING

1—Hydrau-Kit. Special hydraulic jack for straightening out the bent bodies and fenders, and for all other operations requiring pressing, bending, pulling, and pushing in connection with truck repair work. Made by American Grinder and Specialty Corp.

2—Tractor Tire Gauge. For servicing pneumatic tires on tractors. Calibrations range from the low pressure of 4 lbs. up to 50 lbs. in 1 lb. graduations. Made by A. Schrader's Son.

3—Sander. Will fit on practically any make of passenger car or light delivery truck. The hoppers rest on each running board

and are made of rust-proofed steel and given a prime coat so that the purchaser may finish them to match color. They stand 27½ in. high and have an outside diameter of 5 in. Hoppers hold 45 to 50 lbs. of sand and are fastened to running board with three stud bolts. Nozzle attachment allows directing of sand in front of the wheel. Control is from the steering post through finger control. Made by Lintern Corp.

4—Latex Upholstery. Similar to sponge rubber, having innumerable air bubbles. Molded in one piece, this material is porous, dustless, odorless, durable, light in weight, antiseptic, washable, has no

lumps, etc. and is a durable form of upholstery for trucks. Made by Goodyear Tire & Rubber Co.

5—Brake Control Valve. A new hand type for air brakes that is fully compensating to give any desired pressure up to maximum tank pressure. In this way the speed of trucks and tractors can be checked gradually. Also the speed of trailer units may be checked slightly in advance of the tractor brake application. Made by Midland Steel Products Co.

6—Gas Analyzer. A portable gas analyzer 9½ by 8½ by 13 in. overall and weighing 14 lbs. complete. Made by Potter Co.

KEEP POSTED ON TRADE LITERATURE

7—Motor Carrier Law Handbook. A new and thoroughly practical handbook of State and Federal requirements affecting interstate common, contract and private motor carriers. In addition there is included an analysis of the practical application of the Motor Carrier Act of 1935. Book designed to alleviate confusion of operators in interpreting all of the new laws, both Federal and State, that have been enacted within the past year or so. Sale price of book, \$3.00. Published by Milbin Publishing Co.

8—Ford Maintenance Manual. A 48-page, well-illustrated repair manual covering all phases of Ford V-8 maintenance on models from 1932 to 1936 inclusive. Available to mechanics and shops through NAPA jobbers. Published by National Automotive Parts Assn.

9—Free Diesel Book. Called the Dependable Diesel, this publication describes the ac-

tual use of this type engine in many installations. The facts are presented in feature story style and the entire book is well illustrated and bound. Published by Cummins Engine Co.

10—Dry-Ice Refrigeration Control. A report that shows how Dry Ice can be thermostatically controlled for uniform, economical and automatic operation on motor trucks. Issued by Liquid Carbonic Corp.

11—Foot-Work Distribution. Entitled "A Good Two-Foot Rule," this new Western Union pamphlet describes the many services that are available through its nationwide distribution facilities wherein messengers can be used not only for deliveries of samples, coupons, etc., but for surveys by questionnaire or otherwise. In such work, Western Union is responsible to the same degree that it is for the delivery of telegrams.

12—Trucks, Barrows, Casters, Wheels. A 6-page pocket size booklet describing and illustrating a most complete line of rolling equipment used for material handling in warehouses, motor freight depots and factories. Skids, paper roll trucks and other special equipment are also described in a simple yet effective way. Given free by the Orangeville Mfg. Co.

13—Hand Lift Trucks & Skid Platforms. A very useful handbook that gives a full explanation of the economics and specifications of these types of material handling equipment. Published by Yale & Towne Mfg. Co.

14—What Happens When You Ship a Package? The title of a new booklet by Railway Express, attractively illustrated to explain the step-by-step procedure and protection given by this big organization in getting the load through to destination on time and in good condition. It also shows a tie-up with Western Union rail, airways and the consignee to give convenience, speed of delivery and the final assurance of receipt. Other features are shown as well.

15—Slide Rule of Truck-Trailer Size and Weight Restrictions. A very convenient and yet accurate slide rule for determining size and weight restrictions in every state for truck-trailer combinations. Simple to operate. Write for your copy care of D. and W., or direct to Fruehauf Trailer Co., Detroit.

16—Tire Maintenance Manual. Tells how to secure the most mileage from your truck tires. Given free by the General Tire & Rubber Co.

17—Export Form Guide Book. A complete schedule of forms for shipping and billing to foreign countries. Tells what forms are required by each country. Complete instructions are contained in 12 free books for shippers to Argentina, Australia, Brazil, Canada, Chile, Costa Rica, Guatemala, Irish Free State, Japan, Mexico, Newfoundland and South Africa. Published by Unz & Co.

Distribution & Warehousing.
 249 W. 39th Street,
 N. Y. City.

Please have forwarded to us without obligation complete information covering products or literature checked below:

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 2 4 6 8 10 12 14 16

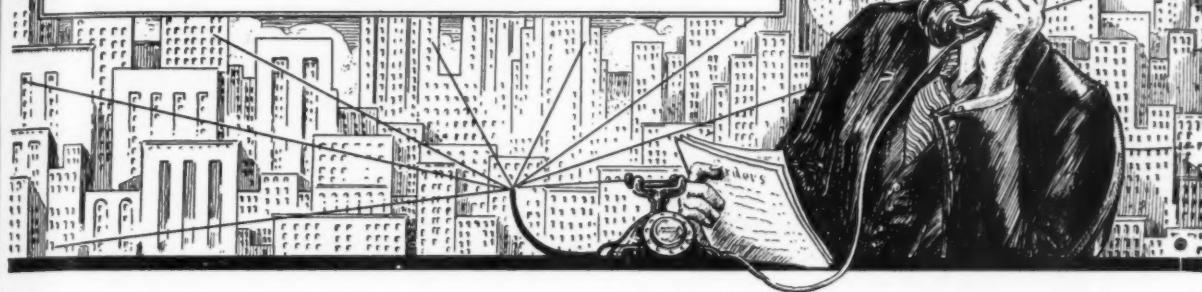
Signed Company

Street

City..... State.....

September

Shippers' Supplies and Equipment



WHERE TO BUY

BLOTTERS (Advertising)

Reply-O Products Corp., 234 W. 39th St., New York City.
(See advertisement elsewhere in this issue.)

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.
(See advertisement elsewhere in this issue.)

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.

CASTERS (Truck)

Bassick Co., 38 Austin St., Bridgeport, Conn.
(See advertisement elsewhere in this issue.)

ALL STEEL STANDARD VAN BODY LIGHT WEIGHT AND SMART STREAMLINING

At Low Cost

For All Light Trucks

This low cost, smartly styled van body has 700 cu. ft. inside capacity and will show a profit on many jobs where your regular equipment cannot operate profitably.

Write for details

THE HERMAN BODY CO.
St. Louis, Missouri



CASTERS (Truck)—Continued

Fairbanks Co., 398 Lafayette St., New York City, N. Y.
(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Lansing Co., Lansing, Mich.
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownswood Ave., Albion, Mich.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)



Bassick

TRUCK CASTERS

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

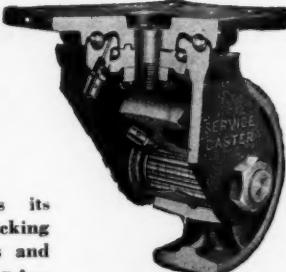
THE BASSICK COMPANY
Bridgeport Connecticut

No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.

THE IDEAL DOLLIE CASTERS

FRICITION

IS A DRAG ON PROFITS



• When friction lays its heavy hand on trucking equipment, service lags and operating costs mount—

That's why it pays to apply a rejuvenating tonic of Service Forge-Weld when you see any truck, dolly or portable equipment limping or dragging on bad casters—Look at the cutaway view. You can see why Service Forge-Welds take punishment without giving in . . . how their ball and Hyatt bearings banish friction, cause them to skim the floor like a feather in a breeze.

Check now for equipment that's sharpshooting at your hauling costs and write us. We will reply helpfully.

SERVICE CASTER & TRUCK CO.

517 N. Brownswood Avenue

Albion, Michigan

NEW PRODUCTS

Flameproofing Material Wins in Public Test

A NEW fire proofing treatment, inexpensive and easy of application, was demonstrated at Detroit, Aug. 10, before firechiefs, newspapermen and spectators.

The test was simple—and dramatic. Two identical miniature homes had been built. One had been treated with the compound invented by a German chemist, Dr. K. Castor Rosse. The other building was untreated.

Excelsior was stuffed into the floors of both buildings as they were set afire simultaneously. The untreated building roared into an uncontrollable blaze in 3½ min., while the only thing which burned in the second structure was the excelsior. In less than 5 min. it had burned itself out.

Furnishings which had been impregnated with the substance were as unharmed as was the treated structure itself. Even fabric curtains and a fabric mailbag were unburned—and letters inside the mailbag were not singed, even though the excelsior flames had played all around them.

The new product is to be marketed by the United States Flameproofing Corp., a Michigan company with headquarters in Detroit. Its president is Roy R. Fisher, president of Argus Oil Corp., Detroit.

The substance can be applied to wood or fabrics like a primer coat of paint, or can be mixed with the paint itself. It possesses a high combustion point and under heat releases an inert gas which tends to bring the fire under control.—DandW.

Sunco Soundmaster Call System For Warehouses

THE Sunco Soundmaster is the name of a public address and call system which can be used either as a portable or permanent installation. It has a microphone, amplifier and loud speaker unit for reinforcing sound, either speech or music, and has sufficient power for auditoriums and halls seating 5,000 or less persons. Used as one speaker it is good for an area of 10,000 to 15,000 sq. ft. With two speakers it will cover an area of 25,000 sq. ft. indoors. Sound carries about one-quarter of a mile with good volume when used outdoors.

A unit of this type can be used with a speaker on each floor in warehouses for calling men to one central point on rush work, in calling between the loading platform and the office, and for general paging. It operates directly from 110-volt lines. The price is \$67.50. Made by Sundt Engineering Co., 4238 Lincoln Ave., Chicago, Ill.—DandW.

New DeVilbiss Air Compressing Outfits

FOUR new air compressing outfits are available in 7½ or 10 hp. with single or two-stage compressors with either horsepower. Two compressors, each developing a maximum pressure of 200 lbs. with the two stage compressors of 150 lbs. with the single stage, are firmly mounted on opposite ends of the 20 by 60 in. air tank. The motor driving both compressors is set between them on the air tank.

Each compressor has a "V" belt drive, combination air strainer and muffler, check valve, inter and after cooler, and centrifugal pressure release mechanism set to cut in at 160 lbs. and cut out at 200 lbs. on the two stage, and in at 80 lbs. and out at 100 lbs. on single stage compressor. Displacement of outfit varies from 31½ to 57 cu. ft. of free air per minute, depending upon pressure and horsepower. Air tank capacity of both 7½ and 10 hp. outfit is 10.88 cu. ft. There is a larger tank available. The maker is DeVilbiss Co., 300 Phillips Ave., Toledo, Ohio.—DandW.

CLEANERS (Rugs & Upholstery)
Research, Inc., 4396 Broadway, New York City.

The Cleaning  Moth Proofer

Here's Real Moth Protection

Des-Tex, for fabrics, is a moth destroyer, dry rot extirpator and deodorizer. It should and will be used by all Household Goods Warehousemen to replace their present methods of cleaning and de-mothing upholstery, draperies, rugs, because it accomplishes in one operation what requires two different operations with other methods.

PREVENTS DRY ROT and FUNGUS ATTACK also
GERM LIFE DEODORIZES CLEANS

A safe formula that successfully combats dangerous textile erosions. Kills moth larvae and prevents future attack.

**RESEARCH INCORPORATED 4396 BROADWAY
N. Y. CITY**

CORDAGE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Flat)

COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

**COVERS (Truck)
(Tarpaulins)**

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio
(See advertisement elsewhere in this issue.)

Orangeville Mfg. Co., Orangeville, Col. Co., Pa.
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownswood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio
(See advertisement elsewhere in this issue.)

FURNITURE TIE

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.

HOISTS (Chain and Electric)

Tale & Towne Mfg. Co., Philadelphia, Pa.

Zol-Tane for
Radiators

A SCIENTIFIC rust preventive designed to protect the cooling system of engines. It prevents rust, scale, galvanic and electrolytic action and corrosion. It is harmless to metals, rubber hose connections, gaskets and pump packings, according to the maker. May be used in alcohol, glycerine, etc. One can in a cooling system with a capacity of 5 1/2 gal. will be sufficient. Made by Brakestone & Thornton, Subsidiary—Universal Chemists, Boston.—DandW.



**BULL DOG
BLUE STREAK
FLAT CORDAGE**

STRONG—made in two weights—regular and double-thick for extra heavy work. Both wear indefinitely.

SOFT—closely woven extra soft strands prevent scratching, burning or stretching.

FLEXIBLE—ties and unties easily, yet holds a firm grip.

Stays Flat—cannot curl—2 inches wide.

Write today for prices and samples of both weights.

THE J. E. FRICKE CO.
40 N. Front St., Philadelphia, Pa.
Mills at Hulmeville, Pa.

INSECTICIDES

Research, Inc., 4396 Broadway, New York City.

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

IRON HORSE



Reg. U. S. Pat. Off.

FURNITURE PADS

Always improving values
through nineteen years of
honest service.

Cut sizes 36 x 72, 54 x 72,
72 x 72, 80 x 72.

Write for prices and
samples.

Van Linings
Grand Covers Tietape



CANVAS SPECIALTY CO., Inc. 90 Grand St., N. Y. C.



The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge wear-life ends. You get FULCO PADS at a real economy for both truck and carriage use—give better protection—last longer.

Write today for 1937 prices on FULCO PADS, FULTEX and SHUREDRY TARPAULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

A PIONEER PADDED VAN PROTECTS PROFITS—

PIONEER van pads help protect your profits by assuring safe delivery of every load.

Made of new cotton and jute. Covered with heavy drill and zig-zag stitched to prevent slipping and bunching.

PIONEER pads give complete protection and long wear. Assorted sizes for all moving purposes. Write for list of types and prices.

LOUISVILLE BEDDING COMPANY, INC.

Preston & Market Sts., Louisville, Kentucky



**Extra
Feature!
Cross
Stitched
DREADNAUGHT PADS**

THE only "extra-featured" pad on the market today. Dreadnaught Furniture Pads are sewn with hundreds of 3" squares. These squares prevent tears and give double quilting. Dreadnaught Pads are "extra-featured" but not extra priced.

Cross-Stitched Pad Prices

36 x 72 in. cut size @	\$13.50
54 x 72 "	\$19.75
72 x 72 "	\$24.00
72 x 80 "	\$25.00

New Haven Quilt & Pad Co.
82-86 Franklin St. New Haven, Conn.

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PAPER (Moth Proofing)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

Sure!

MOTH PROTECTION

No matter what your storage problem may be—you can be *sure* of moth protection when you use

WHITE TAR NAPHTHALENE BALLS or FLAKES

Write for Prices Today



THE WHITE TAR COMPANY OF NEW JERSEY, INC.

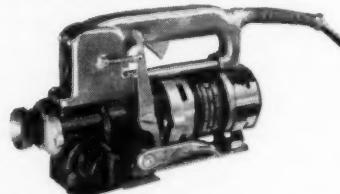
(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

Signode Electric Strapping
Tool for Heavy Shipments

TENSIONS strapping around large and heavy packages and bulk shipments of materials where speed and the least effort in applying the maximum tension are needed.



Powered with an AC-DC reversible electric motor, this feature makes it easy to back the tool off the strap. An adjustable control provides the required tension on the strap automatically, eliminates guesswork and assures uniform tension.

Operates with either hand, and has finger tip control. The full-length base with rounded front edge enables the tool to ride smoothly over cross-strapping or any other uneven surface of the container being strapped. Made by Signode Steel Strapping Co., Chicago. —D and W.

{ R }

Here's an easy one to take



Fig. 754
Pat. Applied for
Non-Tilting

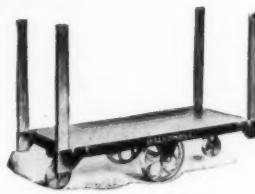


Fig. 752
Pat. Applied for
Tilting

"HALLOWELL" Steel Trucks

are made to withstand the toughest treatment—and they do! Their steel platforms can't splinter—they're fire proof—and their welded construction assures permanently rigid joints. And, because their wheels have smooth bores or anti-friction bushings in hubs and casters, and are perfectly lubricated, they're much easier to handle.

Write for Catalog.

PIANO DERRICKS AND TRUCKS

Fairbanks Co., 308 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

You'll be pleased with its convenience — confident with its Safety!



Self-Lifting Piano Truck Co., Findlay, Ohio
Manufacturers of Trucks Since 1901

PLATFORMS (Lift Truck)

Lansing Co., Lansing, Mich.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

(See advertisement elsewhere in this issue.)

» For completely modern Floor
Truck equipment without large
investment at any one time:

Just retire shaky, old wooden trucks when repair costs start to mount, don't wait 'til they've equalled the price of a new truck. Put repair money into a "Hallowell" Truck as each replacement is necessary. In no time at all, you'll have a brand new fleet that'll take a lot of battering for years and years . . . yet you've had no drain on capital, have saved money in the long run.

Try it. It works.

We make every style; pick yours from the Catalog.

STANDARD PRESSED STEEL CO.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

JENKINTOWN, PENNA.

BRANCHES

CHICAGO

ST. LOUIS

SAN FRANCISCO

BUILT IN 5 PLATFORM SIZES—UP TO 40 x 60"

Terminal Warehouse Truck

Tongue on front Caster makes Easy Turning—any Direction



May we send you Bulletin
L-13, with Prices?

LANSING COMPANY, Lansing, Mich.

CHICAGO KANSAS CITY MINNEAPOLIS SAN FRANCISCO

NEW YORK BOSTON PHILADELPHIA LOS ANGELES

TIRES (Motor Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F.; Akron, Ohio.

(See advertisement elsewhere in this issue.)

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

General Motors Corp., Pontiac, Mich.

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.

(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 606 S. Michigan Ave.,

Chicago, Ill.

(See advertisement elsewhere in this issue.)

TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y. (Lift, platform and stevedore)
 Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
 International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.
 Lansing Co., Lansing, Mich.
 (See advertisement elsewhere in this issue.)
 Orangeville Mfg. Co., Orangeville, Col. Co., Pa. (Platform, Stevedore, Barrell & Special).
 Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)
 (See advertisement elsewhere in this issue.)
 Service Caster & Truck Co., 517 No. Brownswood Ave., Albion, Mich.
 (See advertisement elsewhere in this issue.)
 Standard Pressed Steel Co., Box 500, Jenkintown, Pa. (Platform)
 (See advertisement elsewhere in this issue.)
 Yale & Towne Mfg. Co., Philadelphia, Pa. (Lift)

FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

Write for Catalog No. 955.

THE FAIRBANKS COMPANY

398 Lafayette St., New York, N. Y.
 Distributors in Principal Cities



HAMILTON STEEL TRUCKS



Let us
quote our
prices.

The HAMILTON CASTER & MFG. CO.
 Dept. D. HAMILTON, OHIO

TO MEET EXACT TRUCK NEEDS

Fully rubber upholstered Trucks with patented quick change noses. PLATFORM and HAND NOSE TRUCKS for various Warehouse and Cargo use.

Write for details and prices.
 ORANGEVILLE MFG. CO.
 Orangeville (Col. Co.), Pa.



Fig. 200-
BTR Refrigerator
Truck

Fig. 200-BTR

Refrigerator
Truck

</

HERE'S WHAT HAPPENS
with
STEEL-WHEELED
TRUCKS and
TRAILERS

CRUNCH!
DAMAGED FLOORS

RATTLE!
DAMAGED EQUIPMENT

BANG!
LOAD BREAKAGE

SCREECH!
SLIPPAGE-POWER LOSS

RUMBLE!
NERVE-WRACKING NOISE

HAVE YOU AN EAR
FOR WASTE?

SILENT-
MONEY-
SAVING

HERE'S HOW YOU SAVE
FLOORS-POWER-EQUIPMENT

Clatter! Clang! Bang! Your ears warn you of waste as steel hammers on factory floors. Chipping concrete, splintering wood—steel does serious damage to floors—wastes money and time that Goodrich rubber-tired wheels can save.

Inside trucks roll faster, easier, quieter on rubber-tired wheels. Rubber absorbs the shock of heavy loads, cuts floor maintenance costs almost to nothing.

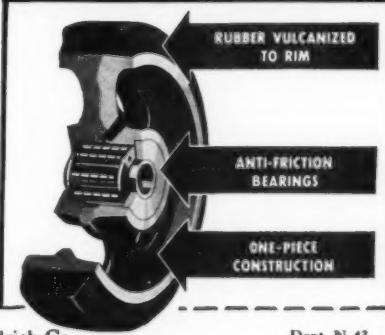
And that's only the first saving. Plant managers with an ear for waste find that Goodrich rubber-tired wheels cut power costs on tractor-trucks. That men do more work per day and use less energy on hand trucks. That equipment lasts longer and gives better service.

START SAVING NOW
Stop waste in your plant now. Discard obsolete steel wheels. Change to modern Goodrich Vulc-On Wheels and start saving.

Goodrich
Industrial
Tires



**This Goodrich Vulc-On
Wheel Pays Its Own Way**



The B. F. Goodrich Co.
Akron, Ohio

Dept. N-43

Gentlemen: Please mail me (without obligation) your booklet on Goodrich Industrial Tires and information on how they pay for themselves.

Name

Company

Street

City and State



GEORGE W. PERKINS
President and Manager
Perkins Warehouse Service



E. J. UHLE
Manager of Allotment and
Stock Control
The Borden Company



JOHN F. LENT
Manager
Port of Philadelphia Ocean
Traffic Bureau

3

MORE
DISTRIBUTORS

of the World's Goods

D & W takes pleasure in presenting
these executives to its thousands of
shipper readers . . .



BIRMINGHAM, ALA.

1880 — 1937

Over 55 Years of Service

HARRIS

Transfer & Warehouse Co.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

- STORAGE
- CARTAGE
- FORWARDING
- Pool Cars Handled

BIRMINGHAM, ALA.

STRICKLAND
Transfer & Warehouse Co.
1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution
Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.

BIRMINGHAM, ALA.



WITTICHEN

Transfer & Warehouse Co.
Fireproof Warehouse

Household Goods and Merchandise
Agents: Aero Mayflower Transit
Company

Member of Allied Distribution, Inc.



MOBILE, ALA.

Merchants Transfer Company
HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded
Authorized Transfer Agents
A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.

MONTGOMERY, ALA.



Alabama Transfer & Warehouse Co.

Cor. N. Perry & Pollard Sts.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. —
A.C.W. — A.V.L.



MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods
Low Insurance Rate Bonded Trucking Service
Pool Car Distribution

Members: A.W.A., N.F.W.A., So.W.A.

TUCSON ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

FORT SMITH, ARK.

W. J. ECHOLS,
President

MONT S. ECHOLS,
Vice-President

J. MONTAGUE WILLIAMS
Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.

Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.



LITTLE ROCK, ARK.



Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service

Fireproof Sprinklers - Low Insurance

Private Railroad Siding - Quick Service



LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartments
for household
Goods



TERMINAL WAREHOUSE CO.

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association

American Chain of Warehouses.

Agent for Allied Van Lines, Inc.

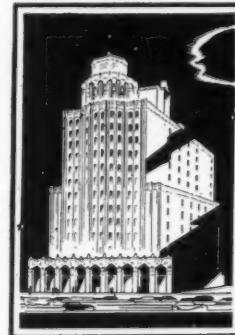
LONG BEACH, CAL.

STORAGE-TRUCKING
DISTRIBUTION
FREIGHT-MACHINERY
TRUCK CRANES
RIGGING



457 GOLDEN AVE. - P.O. BOX 237

LOS ANGELES, CAL.



The newest and most
modern storage building
in the West.

Our central location and unex-
celled facilities make us the
logical warehouse for distribut-
ing Household Goods for

Los Angeles, Hollywood, Beverly
Hills, West Los Angeles, and West-
wood Hills.

"Our policies are reciprocity and
prompt remittances."

"The Most Beautiful Depository
in the World"

American Storage Co.
3634 Beverly Boulevard

LOS ANGELES, CAL.

OPERATING WAREHOUSES
IN PRINCIPAL CITIES OF CALIFORNIA

Nine
Metropolitan
Locations

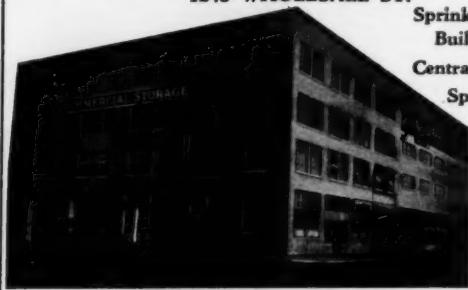


1335 S. Figueroa St.
HERB HOLT, Mgr.

LOS ANGELES, CAL.

CALIFORNIA WAREHOUSE CO.

1248 WHOLESALE ST.

EFFICIENT WAREHOUSING
and DISTRIBUTION

Specialist in Food Distribution

Sprinklered Concrete
Building
Central Location
Spur Tracks
Low
Insurance
Cartage
Service
Merchandise
Exclusively

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

FIDELITY

VAN and STORAGE

Fireproof Warehouse in the Heart of the
Residence District. Distribution Consolidated Cars of Household Goods Solicited.
We Reciprocate
FAITHFUL SERVICE SINCE 1898

1836 Arapahoe St.—Near Washington Blvd.
Beverly Hills—Westwood—Wilshire District—Hollywood

LOS ANGELES, CAL.

316 Commercial Street

Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly
Hills, and Los Angeles direct to us. We will insure
you satisfied customers. A complete service.

LOS ANGELES, CAL.



LOS ANGELES, CAL.

METROPOLITAN
WAREHOUSE CO.

Merchandise Warehousing
and Distribution
U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.
1525 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

Offices for Rent

Telephone and
Secretarial ServiceSub Basement for
Cool, Dry Storage

LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.

(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage
U. S. Customs Bonded Warehouse No. 11
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.
OR NEAREST GENERAL AGENCY
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

MERCHANDISE
STORAGE AND
DISTRIBUTION
DRAYAGE
CYANIDE FUMI-
GATION
BROKERS' OFFICES
SECRETARIAL
P.B.X.
FINANCING
SERVICE



Pacific Commercial Warehouse, Inc.
923 East Third St. Los Angeles, California
SPECIALIZING IN STORAGE AND DISTRIBUTION
OF FOOD PRODUCTS

Represented by NATIONAL WAREHOUSING SERVICE
519 W. Roosevelt Road Chicago, Ill.

LOS ANGELES, CAL.

We Select Your Shipments and
Pool Car DistributionPRUDENTIAL
STORAGE AND MOVING CO.

1610 SOUTH VERNON AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehousemen's Association

Hollywood Storage Starts
New Building

The new warehouse of the Hollywood Storage and Transfer Co., Hollywood, Cal., construction of which was started July 6, will be the largest in that city. It is at the corner of Filmore and 21st Ave., just north of the F.E.C. depot. The new warehouse, when completed, will be the largest single room in that city, with a floor space of 5,400 sq. ft. and with a volume of 40,000 cu. ft. Added to present store rooms of the company, the new structure will bring the total storage space of that company to 75,000 cu. ft.

The new building will have a fireproof and burglar-proof storage vault for protection of silverware and other valuables, which will be 20 by 20 ft. The entire building will be of concrete block construction, reinforced by steel, built on a concrete foundation.

The company, since March 1, has developed a large business.

Los Angeles Warehouses
Distribution Wide

According to Sidney J. Beer, in a special article on warehousing appearing in the Commercial News, there are fifty public warehouses serving the city of Los Angeles.

(Concluded on page 51)

LOS ANGELES, CAL.

Star Truck & Warehouse Co.
1817-1855 INDUSTRIAL STREET
COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage
Represented by Distribution Service
240,000 Square Feet 56 Motor Trucks
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.
4814 Loma Vista Ave.,
Los Angeles, Calif.
Room 1905

38 So. Dearborn St.
Chicago, Ill.



OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

FIFTH & KIRKHAM STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF
FURNITURE AND MERCHANDISE

MEMBER AWA

SHIPPER'S SERVICE SECTION

SAN DIEGO, CAL.

SAN DIEGO MUNICIPAL WAREHOUSING CORPORATION, LTD.
MODERN MERCHANDISE STORAGE AND DISTRIBUTION
20-Car Capacity at Three Buildings Strategically Located. Private Sidings & Waterfront Dock Facilities, Giving a 935-Foot Dock Length and a Draft of 36 Feet. Customs, U. S. Warehouse Act, and State Bonded. Handling, Storing & Cleaning. Low Insurance. Pool Cars Handled. Specialize in Cotton, Beans, Grain, Wool, Canned Goods, Paper, Sugar, Nails and Pipe. Motor Freight Terminal. Frank G. Seehorn, Manager. 1265 HARBOR ST.

SAN FRANCISCO, CALIF.

FARNSWORTH & RUGGLES

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE
Pool Car Distribution Motor Truck Fleet
Terminal at First, Brannan and Federal Streets
In the heart of the shipping district

SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH
OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

CONSIGN TO
THE HASLETT WAREHOUSE CO.

280 Battery St., San Francisco
Operators of the most complete warehouse and distribution system in the San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President
Member American Warehousemen's Assn.
Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



Complete
Warehousing
Service
for
General Merchandise
Liquors - Drugs

Draying, Pool Car Distribution, Office Accommodations
and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St. Utter 3461

Member: American Warehousemen's Association
Distribution Service, Inc.

SANTA ROSA, CAL.

ALEXANDER'S

in Santa Rosa for
FIREPROOF STORAGE,
MOVING—PACKING
and SHIPPING
A St., at 2nd



SO. PASADENA, CAL.

EST. 1913
ONEONTA TRANSFER AND STORAGE
812 FREMONT AVENUE
Coast to Coast Motor Van Service
Complete Moving and Storage Facilities

VENTURA, CAL.

VENTURA
TRANSFER
COMPANY

POOL CAR DISTRIBUTION

Established 1881

Two Brick & Concrete Buildings for Storage and Distribution of Household Goods. Motor Truck Service.

Members of NFWA—YVA—Calv&SA

Send Inquiries to P. O. Box 728

DENVER, COL.

North Denver Transfer
and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage
Forwarding Distributing

Centrally Located

Office 2016 Blake Street, DENVER, COLORADO



Free Switching

DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

COLORADO

DENVER

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

BURCH WAREHOUSE AND
TRANSFER CO. INC.General Office and Warehouse
200 SO. SANTA FE AVENUE
Modern Sprinklered Fireproof Building
Freight Forwarding and Distribution
Household Goods Storage
PACKING AND SHIPPING

Member of N. F. W. A.—A. W. A.—Colo. W. A.

BRIDGEPORT, CONN.

E. C. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.
1337 Seaview Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SITES. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



GREENWICH, CONN.

DRINKWATER SONS, Inc.

Offices

122 RAILROAD AVE.

2 WAREHOUSES

STORAGE, MOVING

50 Years in Business

Member N.F.W.A., C.W.A.

Agents for Allied Van Lines, Inc.



NEW CANAAN, CONN.

BEDFORD, N. Y.

PORT CHESTER, N.Y.

Agents for Allied Van Lines, Inc.

HARTFORD, CONN.

E. C. Mooney, Pres.

J. G. Hyland, Mgr.

Hartford Despatch and Warehouse Co.

252 Asylum Street, Hartford, Conn.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Warehouses.

Private seven-car siding, adjacent to Steamship and R. R. Terminals. Pool and stop over cars distributed. Motor Truck Service to all towns in Connecticut. Low insurance rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA
of C, New Haven Chamber of Commerce,
Bathing member Allied Van Lines, Inc.

NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner

West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,
Shipping, Receiving

WASHINGTON, D. C.

J. P. ROGERS, Pres.

CALVERT & ROGERS, Incorporated

General Merchandise Storage & Distribution

Pool Car Distribution & Hhg. Moving—Specialties—

Refrigerators—Stoves—Washers—Motor Oils, Etc.

Private B&O Siding, Langdon, D. C.

WASHINGTON, D. C.

Telephone ADams 5600

FEDERAL STORAGE
COMPANY

1707 FLORIDA AVENUE

(See Page Advertisement Directory Issue)
Member—National Furniture Warehousemen's Association

WASHINGTON, D. C.

FIDELITY STORAGE

1420 U Street, Washington, D. C.

Packing, Shipping, Inter-City Removals, Silver Vaults

Member of A.W.A.—N.F.W.A.

(Continued from page 48)

Angles, Cal., and the harbor district. These have some 7,000,000 sq. ft. of storage space. In these storehouses are found domestic and foreign manufactured articles and raw products of every description—silks and tea from the Orient, coffee from South and Central America, spices from India and specialties from Europe. It is estimated that some \$200,000,000 of supplies are stored in these public warehouses and that this huge sum turns over at least four times annually.

Los Angeles, now considered the gateway for merchandise distribution, now serves through its warehouses some 17,500,000 people through the eleven western states. Rail, steamship and truck distribution of freight in that section make possible to the merchants, manufacturers, transportation companies and public warehouses an exchange each year of some \$1,450,000,000.

Johnston Chairman of U.S. Chamber Distribution Committee

Cleam D. Johnston, president, Roanoke Public Warehouse, Roanoke, Va., has become chairman of the Committee on Distribution formed by the Chamber of Commerce of the United States. This committee is investigating problems arising from government regulation of important phases of distribution. It will undertake to examine the progress already made through the efforts of members of the food industry to distribute foods economically and also will review existing and proposed legislative measures for placing in the hands of governmental agencies greater control of the distribution of food products.

Loses Life Trying to "Save" His Employer

Loyalty to his employer, C. C. Fleming of Fleming Transfer Co., Birmingham, recently cost the life of John Henry Smith, a Negro worker.

The two men, on a fishing trip near Bessemer, Ala., were in a motor boat. The motor failed. Mr. Fleming dived into the water to swim ashore after assistance. Smith, apparently believing that his employer was in danger, plunged in after him and never came up.

Cotton Warehouse Group Formed

to Promote Industry

C. A. Bertel, of New Orleans, who was elected president of the National Compress and Cotton Warehouse Assn., said his organization will foster and promote the cotton industry and seek the removal of trade barriers which prevent the free movement of American cotton markets. The association was formed June 24 by compress and cotton warehouse owners from cotton producing states. N. C. Blackburn, Memphis, is first vice-president; Gordon Kenna, Columbia, S. C., second vice-president; J. B. Roberts, New Orleans, treasurer; and C. E. Stapp, Selma, Ala., secretary.

Bridgeport Storage Back as Member of A.W.A.

The Bridgeport Storage Warehouse Co., Bridgeport, Conn., has been elected a member of the American Warehousemen's Assn. Beginning with June, 1920, this company maintained A.W.A. membership for 9 yrs.

The business was established in 1916 and has capital paid in of \$148,600. The company has 37,000 sq. ft. in various locations in Bridgeport for merchandise storage, and 24,000 sq. ft. for household goods. It has a customs bonded area of 6,000 sq. ft., bonded in the amount of \$10,000.

Edw. C. Spargo is president; David S. Day, vice-president; Egbert Marsh, treasurer; Charles W. Bitzer, secretary; and A. F. Gabriel, assistant secretary.

For the convenience of shippers, this section is arranged geographically

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AWA, AVL
Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington
31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.

Modern Fireproof Building

LONG
DISTANCE
MOVING
PACKING
STORING
SHIPPING



TRANSFER & STORAGE CO., INC.
1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution—
City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Sup't.
THE TERMINAL STORAGE COMPANY
OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.
Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.
Heated rooms for protection against freezing.
Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901

UNITED ★ STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 106)

Member of N.F.W.A.—W.W.A.



JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY

East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 Cents
Rental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A-C-of-W.—J.W.A.

MIAMI, FLA.

C. A. Burnet, Pres.

Sid Cox, Secy.-Treas.

C. A. BURNET WAREHOUSE
& TRANSFER CO., Inc.

20-26 N.E. 11th St.

Largest Commercial Storage Warehouse
in Miami. Five Stories
Fireproof—Private Siding.



Centrally Located to Jobbing Trade—Building A.A.A. Construction

MIAMI, FLA.

W. M. KELLEY, Pres. & Mgr.

ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse
Private Siding Seaboard Air Line Ry.
Merchandise Storage and Pool Car Distribution
Low Insurance Rate

MIAMI BEACH, FLA.

Washington Storage Co., Inc.

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Members NFWA, SOWA

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Secy.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (3-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. Ferriss, Pres. H. W. Ferriss, Mgr.

FERRISS WAREHOUSE and
STORAGE CO.

Merchandise and Household Goods Storage
Pool Car Distribution on private siding
L & N Ry.—Free switching from Frisco

TAMPA, FLA.

"Your Tampa Branch House"

CALDWELL

BONDED

WAREHOUSES

INCORPORATED

MERCHANDISE
Storage & Distribution
Fireproof Buildings
Waterfront Warehouses
and
Private Decks

U. S. CUSTOMS
Bonded Storage
Government Storeroom
retained permanently.
Normal temperatures for
Wines and Liquors.

HOUSEHOLD
Moving & Storage Agents
Aero Mayflower Transit
Co.
National Long Distance
Movers

Members Mayflower Warehousemen's Assn.
American Chain of Warehouses

TAMPA, FLA.

LEE

TERMINAL

1139 Ellamae Ave.
TAMPA

Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.

TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Dock. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"
Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE

POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

New England Truckmen Form
Credit Association

Leading motor carriers in New England have organized a truck operators credit group to cooperate in handling credit matters and to standardize billing and collection procedure. Twenty-six companies are members of the group.

The officers are Louis C. Marks, Consolidated Motor Lines, Hartford, Conn., president; Alex Chisholm, John J. McCarthy Co., Taunton, Mass., vice-president; Fred C. Doebecker, Adley Express Co., New Haven, Conn., treasurer; and James A. Walsh, Adley Express Co., secretary.

ANDREW MOLLERUP

Andrew Mollerup, founder and head of the widely known Mollerup Moving & Storage Co. of Salt Lake City, Utah, died Aug. 4 in a local hospital at the age of 76. He was born in Denmark. The widow, two sons and four daughters survive.

Ben F. Redman, Founder Redman
Van & Storage, Honored

Approximately 100 leading citizens gathered recently at the Salt Lake Country Club to honor Ben F. Redman, founder and president of the Redman Van and Storage Co., Salt Lake City, in recognition of his nearly 50 yrs. of untiring civic effort.

Several short laudatory addresses were made by Mayor Erwin and others, one of them in rhyme. The honored guest was presented with a fine radio as a mark of esteem in which he was held by the group.

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

Atlanta Service Warehouse

223 Spring Street, S. W.

Merchandise Warehousing
Pool Car DistributionCen. of Ga. Ry. Trackage
"Service" Is Our Middle Name

Members A.W.A.

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION

ATLANTA, GA.

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received

Store door delivery—Re-packing—Re-shipping

MERCANDISE DISTRIBUTION

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered WarehouseCall on us for any usual or unusual service in connection with your warehousing
or distribution problems. We can help you.

Consign via any RR.—Private Siding A.B.&C. Ry.

Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service Member: A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for
any long distance household goods movements you have. Commission
Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage
Pool Car Distribution of Merchandise and
Household GoodsSpecializing on Long Distance Household Goods Moving
Operators of Our Own Equipment in 38 States

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER
COMPANYBAY STREET EXTENSION & CANAL
Post Office Box 1187General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track
connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.CITY TRANSFER COMPANY
Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St. P. O. Box 1656 On U.P.R.R.

CHICAGO, ILL.

A National System of Warehousing
40 Warehouses 40 Cities

NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

CHICAGO, ILL.

Combine your Chicago Office
and your Warehouse

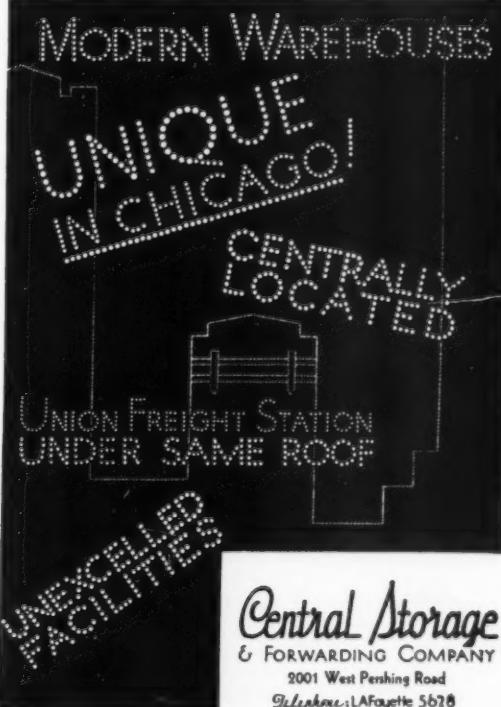
at ANCHOR. The best
location in Chicago—across the street from Tribune Tower and
only three minutes from the loop.
You will find here every facility for the efficient storage and dis-
tribution of your merchandise.
Re-shipping facilities second to none—direct tunnel connection
with all railroads eliminating cartage. Private switch on C&NW
Railway—delivery platform inside the building—private dock on
Chicago River outside all bridges—lighterage connection with
rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by
DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.



For the convenience of shippers, this section is arranged geographically

CHICAGO, ILL



DOWNTOWN WAREHOUSE

Most Centrally Located
2 Blocks from New Union Station
CANAL &
HARRISON STS.
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



CHICAGO'S MOST MODERN WAREHOUSES

Also operate three modern warehouses in Kansas City and the Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

Use CURRIER-LEE'S

AirConditioned

SPACE FOR FOOD STORAGE.

Our special facilities for prompt and efficient handling of all food products include *Air Conditioned*, temperature controlled space where commodities requiring correct degrees of temperature and humidity may be safely stored throughout the year, in every weather condition and at all seasons.



You'll like our location—at the very hub of the wholesale grocery district—ideal for warehousing of food products and kindred lines.

READ ALL ABOUT IT
In this interesting
FREE FOLDER—Write
for yours today.

CURRIER-LEE WAREHOUSE CO.
General Offices 427 Erie St., Chicago, Ill.

CHICAGO, ILL

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

CHICAGO, ILL

Accessible Location.
Modern Warehouses.
Excellent Shipping
Facilities.
Delightful Offices.
Special Equipment.
Economical Services.
No carriage expense on
outbound L.C.L.
Freight.
1485 W. 37th St.

DIETRICH
WAREHOUSING
COMPANY
1455 W. 37TH ST.

CHICAGO, ILL

AVOID SHIPPING WORRIES
Forward Next Shipment
Via

EMPIRE FREIGHT COMPANY, Inc.
53 W. JACKSON BLVD. CHICAGO

CHICAGO, ILL

RALPH J. WOOD, Pres.
MORRISON C. WOOD, Treas.
For Shipments to the South Side's Finest Residential Districts
CONSIGN TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard
“43 Years of Distinctive Service”
Personal attention of executives to customers. Collections promptly remitted
Member N.F.W.A.

MANAGING A TRAFFIC DEPARTMENT

(Continued from page 9)

of these may be obtained from railroads, steamships, motor truck carriers, traffic associations, state regulatory bodies, and Federal commissions. Others must be subscribed for, as for instance the Official Railway Guide, Bullinger's Postal and Shipper's Guide, Hartman's Western Freight Rates and Hartman's Eastern Freight Rates, National Freight Rate Service, and many others, all, as their names indicate, being freight guides. "DandW" should prove to be a very valuable publication; the directory of warehouses in every issue is particularly valuable to those companies requiring spot stocks at strategic points. Articles and data relative to distribution will be interesting to all shippers. The Interstate Commerce Act, amended and brought up to date, gives the basis of Federal regulation of common carriers—which governs the relations between shippers and carriers, as well as of carriers to one another. It may be procured from the Superintendent of Public Documents, Government Printing Office, Washington, D. C. A good atlas is a necessity. Frequently questions arise regarding the location of a given point and whether or not it is accessible by transportation lines.

This list is very far from being complete, but a competent traffic man will know what is needed and will see that his department is supplied with all that is necessary.

Buying Transportation

Buying transportation services is like buying anything else. The purchaser must first decide what he needs and then buy it to the best advantage. The secret is in knowing what to buy—the type of service which will prove most economical in the end, and how to make the most of every possible advantage which the law and the carrier's published schedules admit. As can easily be seen, it requires a thorough knowledge and grasp of traffic.

In an article in the July issue it was shown that certain concerns had saved large sums of money by careful traffic management, one saving something like \$6,000 on one shipment, and another as much as \$27,000 in one year. Another traffic manager employed in a plant manufacturing seeding machines was able to reduce the company's freight item from 4 per cent of the gross sales to less than 2 per cent. Still another on assuming the responsibilities of traffic management in a plant in New York State revolutionized shipping methods so as to eliminate many laws which for years had prohibited shipments being made in the proper manner. While this was a very radical step, it nevertheless met with satisfaction since it lowered shipping costs considerably and rendered much better service. A plant in California manufacturing fine printing paper was able to cut rates which before the installation of a traffic department would not have been thought of.

Great savings can frequently be made if the one in charge of traffic understands the many rules and regulations with regard to the classification and shipment of goods. One middle western firm had formerly shipped its doll carriages set up (with the wheels on). By doing this the company was compelled to pay freight charges based on a rating of three times first class. When a traffic manager was put in charge of shipments he suggested that these carriages be sent with the wheels detached. This brought the rate down to one-half of what it formerly had been. It had never occurred to the designing, production, and sales departments that they were shipping these carriages in the most expensive way.

And cooperating with the purchasing department, one traffic manager employed by a manufacturer of medicines and toilet articles, was able to save his com-

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE
MAINTAINS A
STANDARDIZED SERVICE

• For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

CHICAGO, ILL.

Member A. W. A.

COMPLETE WAREHOUSING
AND DISTRIBUTING SERVICE



**GRISWOLD-WALKER-BATEMAN
COMPANY**

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RR's). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guarded fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

Service that meets today's distribution needs—backed by more than 25 years experience.

RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded Storage • Loans on standard merchandise • Low in-

surance rates • Direct tunnel service • Special facilities for the storage of wines.

* * *

Write for information on services to meet your individual needs.

CHICAGO, ILL.



MIDLAND
Offers
**LARGE AND SMALL SHIPPERS
 THREE MODERN MERCHANDISE
 WAREHOUSES**
 at
CHICAGO

With convenient locations
For Local Trade.

With excellent transportation facilities
for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on In or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization
fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

MIDLAND WAREHOUSES, INC.
 1500 SOUTH WESTERN AVENUE,
 CHICAGO, ILL.

CHICAGO, ILL.

SENG WATERWAY WAREHOUSE CO.
 310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road
Merchandise Storage—Pool Car Distribution
COOL TEMPERATURES—CANDY STORED ALL YEAR
 Ground Floor Warehouse Space with or without Offices. Trackage—Free Switching—Fireproof
Represented by
NATIONAL WAREHOUSING SERVICE



**ATTENTION
 DISTRIBUTORS**

Do any of your products require constant temperatures or humidity control? Consult our nearest cold storage warehouse advertiser or a merchandise advertiser that has air conditioning facilities.

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

A Half Million Feet of Modern Warehouse Space

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY
 323 West Polk Street
 Chicago, Ill.

pany considerable by inducing the purchasing department to increase the size of its orders. Formerly shipments of 15,000 or 20,000 lb. were bought, which was less than the minimum carload, and the rates charged were either the less-than-carload or the minimum-weight and carload. Now, even the smallest order is at least minimum carload.

Scheduling the Work

The work must be scheduled so as to maintain as even a flow through the department as is possible under the conditions which exist in that particular industry. There should be no friction. There should be no high-pressure, nerve-racking overtime work, and likewise there should be no periods of depression and idleness. The work should be divided so that all will be kept reasonably busy all the time. If all in the department appear to be permanently overloaded with work, then it may be taken that the department is short of hands and more help should be added.

The keeping of records is another important requirement. The various recordings must be accurate and reports must be made periodically to the proper executive of the company. Accurate and detailed records of each shipment are also necessary so that when claims for loss, delay, or damage are presented, they can be traced and responsibility fixed. It, therefore, devolves on the traffic manager to plan and arrange for a proper system of departmental records. There are records involving the shipping and receiving of goods, and records that will enable the department to give adequate reports to the highest executive of the company. When the latter reports show that the money expended by the department has been wisely used, it may open the way for other appropriations that may be necessary to expand the work and inaugurate new activities.

CHICAGO, ILL

WERNER BROS. KENNELLY CO



M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .
Wilson Ave. Branch.

**CONTAINER SHIPMENTS
SOLICITED**

Warehouses Conveniently Located

2815 Broadway
4917 Broadway
7613 N. Paulina St.
4615 Clifton Ave.

PARK BRANCH
1750 N. Clark St.
Opposite Lincoln Park

TRAFFIC DEPT.
3133 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

DANVILLE, ILL

C. B. Hall, Pres. M. P. Hall, Sec. Treas.

DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate

Danville is a convenient point for the distribution or storage of carloads. American Warehouse Association. Members National Furniture Warehousemen's Association. Members Illinois Furniture Warehousemen's Association.

As no two organizations are the same, and no two traffic departments can be organized along the same lines, so, too, no set of records can be said to fit all traffic departments. However, the records should show sufficient details so that at any time a full history of any shipment can be made out. This is particularly important in view of the fact that claims for delay, loss, or damage may be made at any time. Record should also be kept of any and all savings effected—recovery of overcharge in freight, express, and handling service bills; savings in adjustment of claims; savings in lowered freight charges by reason of a change in packing, or a change in classification, etc. One not familiar with traffic work may be surprised to learn that there are so many places where mistakes may occur—errors in classification, faulty descriptions on bills of lading, changes in rate subsequent to the date of shipment, errors in routing, errors in extension and figuring of way bills or freight bills, erroneous inclusion of demurrage charges, etc., etc. All bills should therefore be audited before being paid. It is up to the manager of the department to plan and put into operation a system that will work but is not too complicated. Changes in the system can be made from time to time as required. Naturally, it takes added help to perform these services, but no traffic department can afford to be careless about its records.

Working in cooperation with customers whenever
(Concluded on page 59)

DECATUR, ILL

Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER-STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

DECATUR, ILL

Member of A.W.A.—N.F.W.A.

SINCE 1892

**HAMMAN
BROS.
TRANSFER & STORAGE CO.**

Office: 601 E. WILLIAM ST.

Decatur's Pool Car Distributors

Spot stock storage delivery. Merchandise and Household Goods Storage. Private siding and free switching. WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company

Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago.
No switching charges.
Chicago freight rates apply.

PEORIA, ILL.

All Points of the Compass



Peoria is the logical center of distribution for Illinois.
We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

FEDERAL WAREHOUSE CO.
Adams and Oak

PEORIA, ILL.

**NATIONAL
WAREHOUSE
CO.**

Est. 1920

1323 SO. WASHINGTON ST.

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching
"Sparkling Service"

502-514 Cedar St. Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS
FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.



With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

MEAD JOHNSON TERMINAL CORP.
EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

FORT WAYNE, IND.

FORT WAYNE [WITH MIGHT] AND MAIN
FORT WAYNE
STORAGE CO. THE SAME

FIREPROOF AND NON-FIREPROOF BUILDINGS.
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.
"FIREPROOF" BUILDINGS
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District
We have our own truck lines and are equipped to make prompt deliveries
Private siding



HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON
Transfer and Fireproof Warehouse
MERCHANDISE AND HOUSEHOLD GOODS STORAGE
WAREHOUSE and OFFICE: 405 Douglas St.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

HENRY COBURN

STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance

Loans on Receipts

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co.
330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space, Office Space.

Member of A.W.A. - Ind. W. A. - Associated Warehouses, Inc.

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company
230 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

Service That Satisfies

TRIPP WAREHOUSE COMPANY
1000 E. New York St.

Merchandise Storage, Distribution, Trucking
Private Siding C.C.C. & St. L.

Members A.W.A. Am. Chain Whses. Ind. W. A.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.
Merchandise Storage and Distribution a Specialty

Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U.S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE

FIREPROOF WAREHOUSE

ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING AND DISTRIBUTION OF MDSE. AND H. H. GDS.

MOTOR FREIGHT TERMINAL

For Reputable Freight Lines

DAILY SERVICE IN EVERY DIRECTION
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

including Rock Island and Moline, Ill.

Ewert & Richter Express & Storage Co.

Fireproof Warehouse, on Trackage—in the Business and Shipping District of Davenport.

Pool car distribution—Mdse. & H.H.G. with motor truck service—direct from our Combined Rail and Truck Terminal. A. W. Inc.—A.W.A.—N.F.W.A. Phone Dial—3-3653
Agents—Allied Van Lines, Inc.

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

MANAGING A TRAFFIC DEPARTMENT

(Concluded from page 57)

damaged or lost shipments are being investigated is also important, as customers may easily be irretrievably lost unless handled tactfully and with fairness, and claims are given prompt and speedy attention. No just claim should ever be held up one minute longer than is necessary.

Transportation is one of the big expenses of an industrial concern and has a direct bearing on the price of the article manufactured, as eventually transportation costs must be added to production costs. Thus transportation costs effect profits, especially when a company has a competitor whose traffic is scientifically managed. A traffic manager's work is complicated, but when he has proper training, is equal to emergencies, and an executive in the full sense of the word, he can be and is of inestimable value to his firm.

Stimble Re-elected President at Central Warehousemen's Meeting

The third annual meeting of the Central Warehousemen's Assn. of Ill. was held in Springfield.

The following were elected members of the board of directors for 1937-1938:

E. W. Stimble, operating executive, Mississippi Avenue Warehouses, East St. Louis; A. E. Richards, Rockford; C. A. Ullman, president and operating executive, Federal Warehouse Co., Peoria; Chas. Roger, East St. Louis; Robert F. Watt, Decatur; A. W. Hillier, partner, Hillier Storage Co., Springfield; N. B. Gosline, vice-president and secretary, Rock Island Transfer & Storage Co., Rock Island.

At the meeting of the new Board the following officers were elected: president, E. W. Stimble; vice-president, A. E. Richards; secretary, R. F. Watt; treasurer, Chas. Roger.

The office of Secretary Watt is now located at 621 No. Main St., Decatur.

Profitable Earnings by Companies Which Spot Stocks in Warehouses

NET profits of the Bristol-Myers Company and subsidiaries for the year ended June 30 was \$2,267,827, after \$63,196 surtax on undistributed profits, equal to \$3.30 a share on 686,378 capital shares. This compares with a net profit of \$2,404,191, or \$3.50 a share, for the year ended June 30, 1936.

Net profit of Union Bag & Paper Corporation and wholly-owned subsidiaries for the twelve months ended June 30 was \$950,390, equal to \$3.60 a share on 261,433 capital shares outstanding. This compares with a net profit of \$278,923, or \$1.05 a share, for the previous twelve months.

Maytag Company's net profit for the six months to June 30 was \$1,305,269, equal to 47 cents each on 1,617,922 common shares, after dividend requirements on 38,000 shares of \$6 first preferred and 285,483 shares of \$3 preference stock. This compares with a net profit of \$1,345,286, or 49 cents a common share, in the first half of 1936. The company does not include in its interim reports the operating results of its wholly-owned Canadian subsidiary.

Proctor & Gamble Company reported for the year ended June 30 a high record net income of \$26,803,339 after depreciation, Federal income taxes and a reserve of \$592,524 for surtax on undistributed profits. This was equal, after dividend requirements on the 8 and 5 per cent preferred stocks, to \$4.07 each on 6,325,087 shares of common stock outstanding. It compares with \$16,138,367, or \$2.39 a share, on the common stock in the preceding year. The net income reported for the year ended this past June 30 includes \$2,460,000 earned by foreign subsidiaries.

For the three months ended June 30, Mathieson

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
Proof
Ware-
house

MERCHANTS
TRANSFER & STORAGE CO.

9th
&
Mulberry

TRY OUR SUPERIOR SERVICE
40 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
every detail.

DES MOINES, IOWA

ESTABLISHED 1880

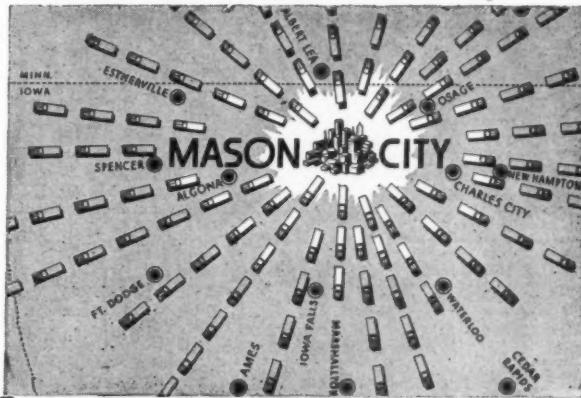
White Line Transfer & Storage Co.
120 So. FIFTH AVE. DES MOINES, IOWA
Moving; Packing; Shipping, Consolidators and Forwarders
Fireproof and Non-Fireproof Storage of
AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS
MERCANDISE (All Kinds)
Private Sidings—Free Switching In and From All Lines Entering Des Moines
(Lower Insurance)
Member: A. W. A., May. W. A., I. W. A., Mo. W. A.

MARSHALLTOWN, IOWA

IN THE HEART OF IOWA



FIRE PROOF STORAGE CO.
Church Street and First Avenue
Complete Distribution, Trucking and
Storage Facilities
56,000 SQ. FT. FLOOR SPACE
Contract Operators for All Rail Lines



25 MOTOR FREIGHT LINES

with overnight service within a radius of 100 miles

Twenty-five motor freight lines operating from our terminal provide daily service to all points in Mason City's distribution area, thus enabling us to offer exceptional service—especially special car distribution service—throughout the territory we serve.

Complete rail service by all lines serving Mason City and their connections—Interchange rail to truck, or truck to rail, under one roof.

Modern reinforced concrete and steel fireproof building especially built for warehouse purposes and ideally located to serve all Northern Iowa and Southern Minnesota territory.

MASON CITY WAREHOUSE CORPORATION

MASON CITY, IOWA
Member of A. W. A.—May. W. A.

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

DODGE CITY, KANSAS

THE DODGE CITY WAREHOUSE CO.
500 TRAIL ST.
MERCHANDISE — HOUSEHOLD
GOODS and COLD STORAGE
Distribute Pool Cars, Ship via RI or
Santa Fe Rys.
Member AWAm—Kas MTA



EMPIORIA, KANSAS

EVERY MODERN
FACILITY

BAILEY'S

NEW

FIREPROOF STORAGE
MERCHANDISE — FURNITURE — COLD STORAGE
FIRE INSURANCE RATE 13c PER 100 PER YEAR
Private Siding — Free Switching — Sprinklered

HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

CODY

Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

**INTER-STATE
TRANSFER AND STORAGE COMPANY**
FIREPROOF WAREHOUSE
18th & MINNESOTA
Packing, Moving, Storing and Shipping. . . Private Siding
Agent for Allied Van Lines, Inc.
L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.
Established 1880 N.F.W.A.
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE
Private Switch Connections AT & SF, CRI & P, U.P. and M.P.
Member of American Chain of Warehouses

WICHITA, KANSAS

*A Modern Distribution and
Warehousing Service*

Brokers Office & Warehouse Co.

Murray E. Cuykendall, Gen. Mgr.
Member of American Chain of Warehouses

WICHITA, KANSAS

Write or Wire



Cassell
TRANSFER & STORAGE CO.

WICHITA, KANSAS
Fireproof Storage and Sprinkler System

WICHITA, KANSAS



LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.**
**THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE
Member American Chain of Warehouses

LOUISVILLE, KY.

**LAMPPIN
WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square
feet, Mill Construction, Sprinklered,
private siding P.R.R. Distribution
of pool cars.

Alkali Works, Inc., reported a net profit of \$516,726 after undistributed profits tax. This is equal to 58 cents each on 830,428 no par common shares after dividend requirements on 7 per cent preferred stock. This quarter's net profit compares with \$447,051, or 52 cents a share on the common, in the first quarter of 1937, and compares with \$428,190, or 46 cents a share on the common, for the second quarter in 1936.

Net profit of the Colgate-Palmolive-Peet Company for the six months ended June 30 was \$1,715,606 after deducting a loss of approximately \$500,000 damage costs sustained at the Jefferson, Ind., plant during the Ohio River flood. This is equal to 50 cents a share on the common stock after provision for the regular preferred stock, dividends, and after deducting the flood loss. It compares with a net profit of \$370,198, after charges and Federal income taxes, or \$1.50 a share on the 246,496 shares of preferred stock, in the same period of 1936.

Sterling Products Co. reported net earnings, for six months ended June 30, of \$5,172,680 after all charges, including formal Federal taxes, but without provision for the surtax on undistributed earnings. The profit was equal to \$3.03 each on 1,706,163 shares outstanding at the end of the period. In the corresponding period of 1936 net earnings were \$5,024,909, equal to \$2.92 on 1,715,656 outstanding shares.

Scott Paper Co.'s net profit for the six months ended July 4 was \$613,826, equal to \$1.07 each on 569,983 common shares outstanding. This compares with \$425,037, or 74 cents each, on same number of shares of common, in the first half of 1936.

Coco-Cola Co.'s profit, before taxes, for quarter ended June 30 was \$9,212,909, compared with \$7,167,425 in the second quarter of 1936.

LOUISVILLE, KY.

Most Centrally Located Warehouse and Motor Truck Terminal in Louisville

Our Service
Is Our
Sales
Force

With a trained personnel and modern facilities
for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

Louisville Public Warehouse Company

25 WAREHOUSES

\$750,000 CAPITAL

Louisville Member

AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mds. — H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches

Sprinklered Buildings—Most Centrally Located with Rail and
Truck Sidings. I. C. Railroad.

MAIN AT NINTH

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANA



Bonded Brick & Concrete Warehouse. Stor-
ing, Packing. Pool Car Distribution. Agents
Aero Mayflower Transit Co. Private Sidings
L.&S., P.&R.I. Ry.

**Carnahan's Transfer & Storage**

Member of A.W.A.—May W.A.—S.W.A.

BATON ROUGE, LA.

L. C. STEPHENSON, Mgr.

GLOBE STORAGE COMPANY, INC.
520 FRONT ST. BATON ROUGE, LA.

PROMPT SERVICE

General Storage
Merchandise Distribution
Pool Car Handling
Forwarding

Modern Bonded Warehouse
Sprinkler Protected
Railroad Siding on
Illinois Central and Missouri Pacific

NEW ORLEANS, LA.

R. W. DIETRICH, President

Importers' Bonded Warehouse
(Member of A.W.A.)

and

Bienville Warehouses Corporation, Inc.
(Member of A.C.W.)

Office, 340 Bienville St.

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for
New Orleans and its territory.
200,000 square feet of storage space with track room
to 30 cars at one placement. Licensed by and bonded to
the State of Louisiana and the U. S. Government.

New York Representative
MR. J. W. TERREFORTE
250 Park Avenue
Telephone: Plaza 8-1235

Chicago Representative
MR. W. H. EDDY
58 W. Jackson Blvd.
Telephone: Harrison 1498

**ATTENTION
NON-ADVERTISERS**

If your prospects knew
how little this space costs,
they would criticise you severely
for not using it to tell them what
they need to know about you—Ask us
the price.

SHIPPER'S SERVICE SECTION

NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

Commercial Terminal Warehouse Company
INCORPORATED**Modern Merchandise Warehouses**

A dependable agency for the
distribution of merchandise
and manufactured products.

**Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating**

Office 402 No. Peters Street
NEW ORLEANS LOUISIANA

NEW ORLEANS, LA.

**Douglas Shipside Storage &
Douglas Public Service Corps.**

New Orleans, La.—
Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity
—60 cars.
Nine warehouses con-
venient to your trade.
Loans made against
negotiable receipts.
Trucking Department
operating 55 trucks.
Insurance Rates 12c
to 22c.

Represented by
Distribution
Service, Inc.
New York Chicago
San Francisco

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.
Located on Mississippi River—Shipside connection.
Electrical unloading and piling devices provided to eliminate damage
in handling.
Excellent switching connections, with all lines entering New Orleans.

INDEPENDENT WHSE. CO., Inc.

New Orleans, La.

NEW ORLEANS, LA.

Shipside Storage Company, Inc.**Commodity Warehouses**

Mississippi River at St. Maurice Avenue Wharf

State Bonded**Low Insurance**

Storage and Distribution in all its phases.

NEW ORLEANS, LA.

**Standard Warehouse Co., Inc.**
100 Poydras St., New Orleans, La.

Represented by

Associated Warehouses, Inc.

CHICAGO
Clyde Phelps
Franklin 6263 — Murray Hill 2-7645
NEW YORK
Douglas Miller
Murray Hill 2-7645
Complete Warehousing Service

SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,
40,000 square feet; private siding on K.C.S. Distribution of
Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

BANGOR, MAINE

Agents for Allied Van Lines, Inc.

McLAUGHLIN WAREHOUSE CO.
Established 1875 Incorporated 1918
General Storage and Distributing

Rail and Water Connection—Private siding
Member American Chain of Warehouses
American Warehousemen's Association
National Furniture Warehousemen's Association





PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs
Modern, fireproof construction
Sprinkler system protection
Insurance rate 16½c
Free switching with all railroads
Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags
Warehouse space for rent, office or desk room



BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

Thomas H. Vickery,
Pres.E. E. Bachmann,
Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE . . . EVERY FACILITY FOR
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast Canada and Mexico

BALTIMORE, MD.

CAMDEN WAREHOUSESOperating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Main Office: 400 Key Highway Established 1898
Branch Offices: N. Y., Wash., Phila., Newark**DAVIDSON****TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore
Handling Distribution of Nationally Known Products for 36 Years
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily
"U. S. Customs Bonded Drawmen"
Member of N.F.W.A.—A.V.L.—Md.F.W.A.

BALTIMORE, MD.

FIDELITY**STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served

All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association

National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE, VICE-PRES.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

McCORMICK**WAREHOUSE COMPANY**LIGHT AND BARRY
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located.
Private siding handling CL shipments via B&O,
WM R.R. and PENN R.R. Low storage and
insurance rates. Negotiable receipts issued.
Pool car distribution. Motor truck service.
Baltimore Port rates on CL via M & M T Co.,
from New England.

BALTIMORE, MD.

First Class Facilities for First Class Service

RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and
sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution
. . . Financing.

BALTIMORE, MD.

* AN ASSOCIATED

Terminal Warehouse Co.Operating four Modern Warehouses on tracks of
Pennsylvania Railroad Company.

Trucking Storage
Pool Car Distribution
Financing Bonded Space

Founded
1893Resources
\$750,000

ATTENTION
WAREHOUSEMEN

YOUR PROSPECTS
READ D AND W
EVERY MONTH
YOU CAN'T DEPEND ON THE
DIRECTORY ALONE

FACTORIES ON THE MOVE

(Continued from page 24)

machine shop and other mechanical departments. The plant is scheduled for completion in 1938. The cost will be close to \$5,000,000 with equipment.

• • •
H. J. Heinz Co., 1062 Progress Street, Pittsburgh, has plans for one and two-story factory branch, storage and distributing plant, 150 by 237 ft., at Los Angeles. The cost will be over \$100,000 with equipment.

• • •
Aluminum Co. of America, Inc., Gulf Bldg., Pittsburgh, plans expansion and improvements in mining properties and mills at Alcoa, Tenn., including new building for extensions in metal-producing division, reduction plant, fabricating mills, carbon mills and other divisions. The initial expenditure will be over \$5,000,000 with equipment, and ultimate investment aggregating nearly \$15,000,000.

• • •
Tropic-Aire, Inc., 60 Eleventh Avenue, N. E., Minneapolis, manufacturer of vehicle heaters and parts, is considering two-story and basement branch plant at Kilbourne Avenue and Augusta Blvd., Chicago. The cost will be close to \$60,000 with equipment.

• • •
John Morrell & Co., Ottumwa, Iowa, meat packers, have asked bids on general contract for four-story addition to branch plant at Sioux Falls, S. D., 104 by 120 ft. Cost will be over \$125,000 with equipment.

• • •
Crosley Radio Corp., Cincinnati, in addition to its new factory building at Cincinnati, which is nearing completion, is commencing construction work on a new \$1,000,000 plant at Richmond, Ind. This is part of its expansion program which will add still further to the diversity of household appliances manufactured by the company.

• • •
Wilson Bros., Chicago, manufacturer of shirts, collars and other men's wear, has completed negotiations with the Crawfordsville, Ind., chamber of commerce to establish a divisional plant in that city. It will occupy 4 acres in the western part of the city, and will give employment to several hundred men and women. The company maintains another large divisional plant at South Bend.

• • •
Riegel Paper Corp., 342 Madison Avenue, New York, manufacturer of waxed glassine and other processed paper stocks, with mill at Milford, N. J., has acquired a large tract near Wilmington, N. C., for new pulp mill. It will cost over \$1,000,000 with machinery. The company has also purchased 130,000 acres of timber land for construction of a pulp mill near Acme, in Columbus County, N. C. It is stated that the project will involve an outlay of over \$5,000,000. The plant will employ more than 900 men.

• • •
Walter H. Hildick Co., Inc., Flemington, N. J., liquor manufacturer, has taken over former plant of Sardik Co., Lyons, N. Y., and will remodel for new rectifying plant. The cost will be about \$45,000 with equipment. New York offices are located at 271 Madison Avenue.

• • •
Atwater Silk Corp., operating mills in Wilkes-Barre and Plymouth, Pa., stated the latter part of July that its decision to move from the Wyoming Valley was due to labor and high tax problems. The company has had several offers to locate in the South, and lower wages, with tax free, rent free and other inducements are the principal factors in its decision to move there.

• • •
Scovill Mfg. Co., Waterbury, Conn., has purchased Vulcanite Mfg. Co., of Lindenhurst, L. I., N. Y. The

BOSTON, MASS.

SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods. Modern equipment for lift vans and containers.

T.G. BUCKLEY COMPANY 690 DUDLEY ST., BOSTON
ESTABLISHED 1880—FIFTY-SEVENTH YEAR.
Members—N.F.W.A.—Mass. F. W. A.—A.V.L.—Can. W. A.

BOSTON, MASS.

CLARK-REID CO., INC.

GEO. E. MARTIN, President

GREATER BOSTON SERVICE
HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING

OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL SERVICE GENERAL
MERCHANDISE STORAGE CENTRAL LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. ServiceMember
Mass. Warehousemen's Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING
D.W. DUNN CO.
STORING SHIPPING
COMPLETE WAREHOUSING FACILITIES
CONTAINER SERVICE
48 Bromfield St. Member Mass. W.A. May. W.A. 3175 Washington St.

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-36 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.
General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing tem-

perature.

Pool Car Shipments—Auto Truck Service

William F. Heavey, President and General Manager

Member American Warehousemen's Assn.

BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

BOSTON, MASS.

CHARLES RIVER STORES ALBANY TERMINAL STORES
131 Beverly Street 137 Kneeland Street
Boston and Maine R. R. Boston and Albany R. R.
FRANCIS FITZ WAREHOUSE, 30 Pittsburgh Street, N. Y., N. H. and H. R. R.

DIVISIONS OF
FITZ WAREHOUSE
AND
DISTRIBUTING CO.
GENERAL MERCHANDISE STORAGE
Free and Bonded Space *Pool Car Service*
Successors to
**FRANCIS FITZ CO. AND THE GENERAL
STORAGE DIVISION OF QUINCY MARKET
COLD STORAGE AND WAREHOUSE CO.**
Roll and Motor Truck Deliveries to All Points in New England
Represented by
NEW YORK **ALLIED DISTRIBUTION INC.** **CHICAGO**
11 WEST 42ND ST., PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

BOSTON, MASS.

J. R. Nichols T. W. Haskell
Treasurer Manager

MERCHANTS WAREHOUSE CO.
FISKE WHARF STORES
453 Commercial St. Boston CAPitol 7760

STORAGE
32 Separate Fireproof Stores.
140,000 sq. ft. Free and Bonded Space.

DISTRIBUTION
Private Siding—Union Freight R.R.
Flat Boston Freight Rates Apply.

RESPONSIBILITY
Property Owned—No Encumbrance.

A. W. A. M. W. A.
American Chain of Warehouses, Inc.
250 Park Ave., N. Y. C. 53 W. Jackson Blvd., Chicago

BOSTON, MASS.

WIGGIN TERMINALS, Inc.
50 Terminal St. Boston (29) Mass.
STORAGE
B. & M. R.R.
Mystic Wharf,
Boston

N. Y., N. H. & H. R.R.
E. Street Stores
South Boston

BOSTON, MASS.

Established 1830
D. S. WOODBERRY CO.
P. O. Box 57, North Postal Station, Boston
FORWARDERS & STORAGE
Pool Car Distribution Specialists for New England
Boston & Maine R. R. Siding

FALL RIVER, MASS.

BOSTON, MASS.
NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.
Direct R. R. Siding N. Y., N. H.
& H. R. R.

Keogh Storage Co.
Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
and Pool Car Distribution
Local and Long Distance Trucking

FALL RIVER, MASS.

**Mackenzie & Winslow,
Inc.**
78 Fourth St.
General Merchandise
STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

NEW BEDFORD, MASS.

600,000 Sq. Ft. FLOOR SPACE

MODERN BUILDINGS COMBINED
WITH A COMPLETE SERVICE FOR
THE STORAGE AND DISTRIBUTION
OF GENERAL MERCHANDISE.

**STORAGE AND INDUSTRIAL SPACE
FOR RENT OR LEASE**

Furniture Storage, Packing & Shipping

NEW BEDFORD STORAGE WAREHOUSE CO.
MAIN OFFICE — 152 FRONT STREET

PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING

B. & A. R.R. OR ANY R.R.

Long Island plant will be dismantled and some of the machinery moved to the Oakville County division of the Scovill plant. It is possible that some of the employees will also be transferred.

American Cyanamid Co., Houston, Tex., has planned the construction of a \$200,000 plant for the production of sodium sulphate from the water of Frost Lake at O'Donnell, in Lynn Co. Work will begin this month, with operations scheduled for Jan. 1, 1938. The company acquired 480 acres of land surrounding the lake. The plant will produce 80 tons of sodium sulphate crystals daily, will be located 8 miles west of O'Donnell, and employ 150 persons.

Iberia Sugar Cooperative, Inc., will erect a \$1,000,000 plant near New Iberia, La. The mill will be ready for the grinding season beginning Oct. 15. It will be the most modern sugar mill in the State, will have a daily capacity of 2,200 tons of cane, and produce raw sugar for sale to the refineries. Steam turbine capacity will be sufficient to supply New Iberia with electrical energy as well as operate the plant.

Rotary Shirt Co., Inc., Albany, N. Y., will move its plant this month to Glens Falls, N. Y., taking over the site formerly occupied by the York Shirt Co. The reason for change of location is lack of a building large enough for their requirements in Albany. The moving will be completed by Oct. 1.

General Electric Co., Schenectady, N. Y., has plans for one and three-story factory branch, storage and distributing, and service building, 94 by 97 ft., and 114 by 210 ft. respectively, at Minneapolis, Minn. The cost will be about \$300,000 with equipment.

Victor Chemical Works, 141 West Jackson Blvd., Chicago, has acquired about 130 acres near Mount Pleasant, (Concluded on page 67)

SPRINGFIELD, MASS.

Atlantic States Warehouse and Cold Storage Corporation

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member
A. W. A.
M. W. A.

Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD MASS.

E. G. Mooney, Pres. R. C. Reardon, Mgr.

Hartford Despatch and Warehouse Co. 214 Birnie Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT BRIDGEPORT, CONN., AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.

DETROIT, MICH.



Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC. 1965 PORTER ST. AT VERNONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

DETROIT, MICH.



GRAND TRUNK RAILWAY TERMINAL
& COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

Merchandise Storage—General Trucking
Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—
Specialized Personal Service—We own and operate our own
fleet of motor trucks—Distribution.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON
TERMINAL WAREHOUSE**
Detroit 1900 E. Jefferson Ave. Michigan
**MERCHANDISE WAREHOUSING
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

**LEONARD-DETROIT
STORAGE CO.**
Established 49 Years
**STORAGE WAREHOUSES
ALL OVER DETROIT**



Local and Long Distance Removals
Foreign and Domestic Shipping
Main Office
2937 East Grand Boulevard
Telephone Trinity 2-8222

DETROIT, MICH.

*Completely
Servicing*
**GREATER
DETROIT**
United States Warehouse Company
1448 WABASH AVE.

United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

CHICAGO DALLAS DETROIT KANSAS CITY

DETROIT, MICH.

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING

PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRACKAGE

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE

COLUMBIAN STORAGE & TRANSFER CO.

Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru Columbian

Represented by
N. Y. 1512 NEWBERRY AVE. MONSERRAT
11 WEST 42ND ST., PENN 6-0966 CHICAGO

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

H. H. HARDY, Manager
SERVICE—SAFETY—SATISFACTION—GUARANTEED
MOVE—PACK—CRATE—TRANSFER
FIREPROOF WAREHOUSE—PRIVATE SIDING
Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANY

The only modern fireproof warehouse in
Lansing exclusively for household storage.

RUG—TRUNK—SILVER VAULTS

WE KNOW HOW
440 No. Washington Ave.
(Member of Allied Van Lines, Inc.)

SAGINAW, MICH.

**BRANCH HOUSE SERVICE
... AT WAREHOUSE COST**

• It is possible here to secure the same high-grade
service you would expect in your own branch
warehouse, but at less expense and without worry
or trouble.

• Saginaw is a distribution point for Northeastern
Michigan. Every merchandise warehouse facility is
available at Central-Warehouse Co.

• Merchandise storage, cartage, pool car distribu-
tion, daily direct service to all points within 75
miles by responsible carriers.

CENTRAL-WAREHOUSE CO.

1940 No. Michigan Avenue
SAGINAW, MICHIGAN

FACTORIES ON THE MOVE

(Concluded from page 64)

Tenn., for new plant for production of phosphorus, including furnace units, storage and distributing buildings, powerhouse and other structures. The cost will be close to \$1,000,000 with equipment.

• • •

Air Reduction Sales Co., 60 East 42d St., New York, manufacturer of industrial gases, welding apparatus, etc., has let contract for one-story plant at Midland, Pa. Cost about \$50,000 with equipment.

• • •

Mather Spring Co., Toledo, Ohio, has purchased 8 acres of land at Linden, N. J., and will build a factory there. Construction will start the latter part of this month. The structure will be one story high and 420 by 220 ft. Trucks and automobile springs will be manufactured. Approximately 100 tons of steel will be handled daily. The Linden factory is to be its Eastern branch, continuing its large Toledo plant. A siding will be extended to the factory from the Long Branch tracks of the Central R. R. The plant will employ 300 persons.

• • •

Hyde Park Clothes, Inc., Cincinnati, manufacturer of men's clothing, has acquired the property at 6th and Washington Sts., Newport, Ky., and will move their main plant there as soon as remodeling is completed. The move will give them approximately three times their present space. The firm expects to get into the new quarters by November. They employ about 1,000 persons.

Maloney Makes Hole-in-One

Representative Paul Maloney of Louisiana, founder of Maloney Trucking & Storage, New Orleans, made a hole-in-one at the 150-yd. ninth hole of the Army and Navy Club's golf course, Washington, D. C. Mr. Maloney was the third representative to score an ace this year.

Pelican of New Orleans
Sells Out to Rebecca-Fabacher

The Pelican Storage and Transfer Co., New Orleans, has been purchased by Rebecca-Fabacher, Inc., New Orleans warehousers who at the same time took a long lease on the seven-story warehouse building formerly occupied by the Pelican firm at 201 North Front Street.

This in no way affects the parent company, which is the Pelican Cold Storage & Warehousing Co., Ltd.

The building is of heavy construction and has switch track facilities that provide the new occupants with 12,000 square feet of space, a considerable increase in facilities over their former quarters.

7.5-Cent Rate on Blackstrap
Molasses to Peoria

In order to compete with water transportation on blackstrap molasses from New Orleans, Mobile and Gulfport, Miss., to Peoria and Pekin, Ill., railroads have been given authority by the Interstate Commerce Commission to establish a 17.5 cent rate on the commodity in tank carload lots.

The original rail rate to Peoria was 30 cents, being reduced to 17.5 cents when water transportation developed. It was later raised to 20 cents but a large increase in the use of water routes caused the railroads to apply for permission to again reduce rates. Higher rates will be maintained to intermediate points and the new rates will apply only to routes not more than 18 per cent longer than the direct routes between points of origin and points of destination.

MANKATO, MINN.

BEN DEIKE

Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 402-404 Pike St.

Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service — Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.
BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited

730-740-750

Washington Ave., North

MINNEAPOLIS, MINN.

KEDNEY
WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

MINNEAPOLIS, MINN.

The Northwestern

TERMINAL

PUBLIC BONDED WAREHOUSE

WITH COMPLETE FACILITIES

OPERATING OFFICE: 600 St. Paul Boulevard, Minneapolis, Minn.

Members, Minn. W.A.

MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St.

Louis Trackage

100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St.

Minneapolis, Minn.

ROCHESTER, MINN.

903 6th St., N. W. Phone 5236

CAREY TRANSFER & STORAGE

Bonded Warehousemen
Complete Warehouse Facilities for Storage & Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS
Modern Buildings, Private Siding CGWRR Co.
MOTOR TRUCK SERVICE
Assoc. Minn. NWA—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

CENTRAL

MEANS-IN-THE-CENTER

Represented by
DISTRIBUTION
SERVICE, INC.219 E. N. Water St.
CHICAGO
Phone: Superior 7180106 Broad St.
NEW YORK CITY
Phone:
Bowling Green 9-0088625 Third St.
SAN FRANCISCO
Phone: Sutter 3481

And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office . . . where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

CENTRAL • WAREHOUSE • COMPANY

739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nester 2831

ST. PAUL, MINN.

Agents for Allied Van Lines, Inc.

Special attention given household effects of your officials and employees moved from or to St. Paul.
HOUSEHOLD GOODS STORAGE MERCHANTISE STORAGE

Complete Branch House Service

FIDELITY STORAGE and TRANSFER CO.
Office 126 E. 4th St. St. Paul, Minn.

JACKSON, MISS.



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE
Experienced Organization and Equipment for
MOVING, PACKING AND STORING
HOUSEHOLD GOODS
Modern Buildings, Sprinklered, Private Siding ICRR Co.,
Low Insurance Rate
MOTOR TRUCK SERVICE

VICKSBURG, MISS.

MAXIMUM SERVICE AT MINIMUM COST.

Z. B. SCHWARZ & COMPANY

THE WAREHOUSE WITH BONDED REPUTATION
FOR QUALITY SERVICECentrally Located to Serve both Louisiana and Mississippi
MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT.
PRIVATE SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years. We have the answer to your tax problems, too.

JEFFERSON CITY, MO.

TRANSPORTATION
WAREHOUSING

Commerce Cartage Co.

Central Missouri's Only Fireproof Warehouse
MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

Member of N.F.W.A.—Mo.W.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnes Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the A-B-C FIREPROOF
WAREHOUSE CO.

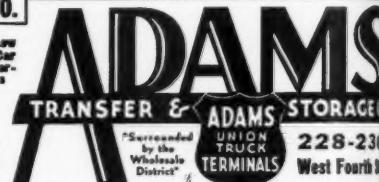
Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed WarehousesAgents
Allied Van Lines, Inc.

KANSAS CITY, MO.

MERCHANTISE STORAGE - Low
Issuance Rates - Pool Car
Distribution - Freight Forwarders and Distributors
via rail or daily motor service
to entire Southwest.

MEMBER OF
American Chain of Warehouses
American Warehousemen's Association
Traffic Club
Chamber of Commerce



Daniels Visits DandW Office

During the course of his visit to New York City, C. C. Daniels, Jr., Central Storage Co., Kansas City, Mo., made a call at the DandW office to get acquainted with the new editor and general manager. The latter had the pleasure of spending considerable time with Mr. Daniels, the editor unfortunately being away on vacation. Mr. Daniels was in accord with the new DandW editorial policy directed to shippers.

Bankers Warehouse, Boston, Closes

The Bankers Warehouse Co., which has been operating at 24 Faneuil, Boston, with John Hageman as manager, has notified its customers to withdraw goods, according to the provision of the contract, because of general conditions surrounding the warehouse business.

Safety Storage of Saginaw Mich., Closes

The Safety Storage & Cartage Co., Saginaw, Mich., has retired from business and closed its warehouse.

B & O Buys 14 Per Cent Interest
in Keeshin Transcontinental

The Baltimore and Ohio Railroad has acquired an interest in Keeshin Transcontinental Freight Lines, Inc. It is stated that the B. & O. stake in the Keeshin system is 2,000 shares of stock, representing about 14 per cent of the total capital.

Rutger of St. Louis Joins AWI

The Rutger Street Warehouses, St. Louis, Mo., has become the St. Louis associate of the Associated Warehouses, Inc.

KANSAS CITY, MO.

56TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service
 Office—1422 ST. LOUIS AVE.
 (West 10th Street)
 In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"
 LOWEST INSURANCE RATES
 BEST RAILROAD FACILITIES
 IN THE HEART OF THE FREIGHT
 HOUSE AND WHOLESALE DISTRICT
 Operating
 Brokers' Warehouse, Security Warehouse, Terminal
 Warehouse

KANSAS CITY, MO.

MERCHANDISE WAREHOUSES,



Inc.

933 Mulberry St.

Operating 240,000 sq. ft. fireproof, sprinkled space; 14-car sidings; dockage for 30-trucks; free switching, pickup and delivery from freight houses; local, regional and storage-in-transit service.

Nation Wide Connections.

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

W. E. Murray Transfer & Storage Co.

Pool car distribution - Financing of Stocks
 Modern Fireproof buildings on switch track
 Shipments forwarded without drayage charge
 Kansas City's most advantageous warehouse locations
 Main Office: 2019 Grand Avenue *See listing for details*
 Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

THE ONLY WAY TRANSFER & WAREHOUSE CO.

1400-10 ST. LOUIS AVENUE

2 WAREHOUSES

Merchandise Storage
 Cartage
 Pool Car Distribution
 Office Space
 State Bonded
 Sprinklered—ADT Alarm
 Trace connections all railroads
 In the heart of the Freight House and Wholesale District

KANSAS CITY, MO.

MEMBER: A.W.A.—NIDW.—K.C.W.A.

▼▼▼ RADIAL ▼▼▼
WAREHOUSE COMPANY

Every facility for efficient warehousing and distribution of merchandise
 Track and Truck connections to all points with Free pickup and delivery service

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.

1015-19 Mulberry St.

Merchandise Storage—Drayage—
 Pool Car Distribution
 Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.



KANSAS CITY, MO.

RIGHT IN THE MIDST OF BUSINESS—

EVERYTHING YOU NEED IN KANSAS CITY
 BUILDING—LOCATION—TRACKAGE—SERVICE—ORGANIZATION
 Trucking Connections To All Points with FREE Pickup and Delivery.

WALNUT STORAGE

2020-26 WALNUT ST. KANSAS CITY, MO.
 Represented by Associated Warehouses

ST. JOSEPH, MO.

BONDED AND FREE

TERMINAL WAREHOUSES, Inc.

MERCHANDISE AND COLD STORAGE

LOW INSURANCE

MONEY ADVANCED ON STAPLE COMMODITIES

SEE DIRECTORY PAGE 187

ST. LOUIS, MO.

•
 COLUMBIA
 TERMINALS
 COMPANY
 400 South Broadway

\$3,000,000.00
 INVESTED . . . TO SERVE YOU

Merchandise storage with low insurance, and guaranteed responsibility. Modern Buildings. Large Fleet of up-to-date trucks and trailers.

COMPACT

• A one-word description of our modern warehousing facilities—large enough to meet the requirements of any shipper, yet so completely organized that all the usual annoying details of wide-spread organizations are eliminated.

Even the city is compact, when viewed from our location—all the important business districts can be reached in 15 minutes. We operate a twice-daily distribution service to these districts with our own fleet of motor trucks.

S. N. LONG WAREHOUSE
 ST. LOUIS, MO.

ST. LOUIS, MO.

RUTGER STREET
 WAREHOUSE, INC.
 MAIN & RUTGER STS.

200,000 Sq. Feet of Service
 BONDED

Merchandise Storage and Distribution.

Track Connections with All Rail and River Lines.

No Cartage Expense on In or Outbound L.C.L. Shipments.

Low Insurance.

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
 Consolidated freight depot in our building, serving all 15
 eastern, western, southwestern trunk lines.
 Covered railroad docks, capacity 100 cars daily.
 Spacious truck docks facing wide streets to speed up service
 locally and beyond.
 State and U. S. Custom bonded.
 Twenty floors office space in connection.
 Our prices comparable with other warehouses in this territory.
 Storage available on lease or tariff basis.

ST. LOUIS MART INC.*Warehouse Division.*

12th Blvd. at Spruce St.

St. Louis, Mo.

in St. Louis - Use the

**ST. LOUIS
TERMINAL WAREHOUSE
COMPANY**

SERVICE THAT EXCELS

**Largest INDUSTRIAL WAREHOUSE
ORGANIZATION IN ST. LOUIS**

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on track, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof.

American Warehousemen's Assn., Mdse. Div.
 Member of St. Louis Merchandise Warehousemen's Assn.
 Midwest Warehouse and Transfermen's Assn.
 American Chain of Warehouses, Incorporated

New York Office
 250 Park Avenue
 Floor 3-1235

GENERAL OFFICES
 828 Clark Avenue
 St. Louis, Mo.

Chicago Office
 53 W. Jackson
 Harrison 1496

Our
 Warehouses
 protected by
 ADT burglar
 and fire protection.



SPRINGFIELD, MO.

Finkbiner Transfer & Storage Co.

Every facility for efficient warehousing and
 distribution of merchandise

Track and Truck connections to all points with
 Free pickup and delivery service

Members A.W.A. Low Insurance Rates

**ATTENTION
DISTRIBUTORS**

"I look upon the warehouse man as my business friend, and sometimes he's my personal friend too. He is necessary to me in my business, and were it not for him it would be utterly impossible to distribute my product in certain territories."

John Simon

HASTINGS, NEBR.



1876 1937
**Borley Storage & Transfer
Co., Inc.**

Pool Car Distribution

**FIREPROOF
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE**

LINCOLN, NEBR.

100,000 Sq. Feet
 Lincoln, Nebraska
 301 N. 8th Street

35,000 Sq. Feet
 Grand Island, Nebraska
 311 W. 4th Street

SULLIVANS

1889 48 Years of Continuous Service 1937

Merchandise and Household Storage—Pool Car Distribution
 General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q., Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
 Lincoln, Nebr. Grand Island, Nebr.



LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,
 New York City and Chicago, Ill.
 Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE...1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE...TRACKAGE...MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS
 Van & Storage Co.

OMAHA, NEB.

GORDON
 Storage
 Warehouses, Inc.
 Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage.
 We handle pool cars, merchandise and household goods.
 Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

MAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE ---- HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

MAHA, NEBR.

Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

SERVICE THAT SATISFIES IS OUR MOTTO

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for
Complete Service in New Hampshire**MCLANE & TAYLOR****CONCORD, N. H. Bonded Storage Warehouses**

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household
Goods, Storage, Cold Storage, Unexcelled Facilities.

Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

Wage Increases at Hoboken

Wage increases retroactive to June 15, other working condition adjustments and a recognition of the International Longshoremen's Assn. as their bargaining agency were guaranteed to 3,000 warehousemen at the Hoboken and New York Dock companies and Campbell's Stores of Hoboken, the Marine Terminal at Port Newark and Bush Terminal, Brooklyn, according to announcement Aug. 5 by James P. Nolan, Hoboken. Nolan is secretary of the New York District Council of the A. F. of L. and New Jersey delegate of the I. L. A. to the Federation.

The agreement reportedly provides an increase from 50 to 75 cents hourly, which amounts to \$11 per week per worker. It also provides for time and a half on Sundays and holidays.

New Terminal at Port Newark

A terminal and transfer point for merchandise shipments to all parts of the world will be established on property contiguous to Port Newark by Boyle Bros., Inc., Newark, N. J. Boyle Bros. has acquired the entire city block owned by the Southern Lumber Co. at Wheeler Point road, Varnum and Delancy streets, and the Waverly & Passaic Branch of the New York Bay Railroad Co. together with a number of buildings on that property.

It is understood the new owners contemplate construction of two structures providing floor space of 25,000 sq. ft. Acting for Boyle Bros. in the property acquisition were Stephen Boyle, president, and John Larkin Hughes, Summit, N. J.

Port Newark Lease Upheld

The City Commission of Newark, N. J., was upheld by the Supreme Court in leasing the former United States Army Base at Port Newark to the Newark Tide-water Terminals, Inc., for 15 yrs. at a rental of \$100,000 a year or 50 per cent of the net profits.

The municipality purchased the tract from the Federal Government for \$2,000,000. In an opinion by Justice Ralph W. E. Donges, the court dismissed the suit brought by Thomas J. Shea, a taxpayer, to have the lease set aside on the contention the city could not lease the property for more than 1 yr. at a time.

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Agents for Aero Mayflower Transit Company.

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FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
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Collections promptly remitted

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Member of
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Central New York Warehouse Association
Chamber of Commerce

Phone—Bing: 4391-4392 Office: 178 State Street

Truck Drivers End Tie-Up in Buffalo

Union drivers July 28 resumed work on their trucks to rush groceries to store shelves, emptied by an 8-day strike that won wage increases and a preferential shop.

The 1,000 drivers, members of an American Federation of Labor Union, accepted a compromise contract with forty-four Buffalo wholesalers because of an embargo imposed by the strikers.

Negotiations in a companion strike of 1,000 C.I.O. union butchers, which complicated the food situation by tying up fresh meat supplies, remained stalemated until the 30th of the month.

The compromise provided in the grocery settlement provided a modified closed shop, 5 per cent pay increases for all employees who have not been advanced since last March 1, a \$25.20 minimum for unskilled workers, a 48-hr. week, time and a half pay for overtime work, and 1-week vacations with pay. Minimum for skilled workers were set at 65 cents an hour for truck drivers and 62½ cents an hour for helpers.

The Ben Hur Transfer Co., Oklahoma City, Okla., operated by Jack Weatherford, was recently established at 712 North Olie St., to engage in local and long distance furniture and merchandise transfer and storage. The warehouse is at the same location.

Bush Terminal Buildings Strike Ended Quickly

The strike of 500 maintenance workers, carpenters and warehouse employees of the Bush Terminal Buildings Co., Brooklyn, lasting about a week, was settled late in July, and the men returned to work. The strike began when employees, members of the Teamsters Union and Electrical Workers Union 3, demanded increased wages, shorter hours and recognition. It was stated that all differences had been adjusted.

Columbia Terminals Plans Warehouse and Dock

The Columbia Terminals Co., St. Louis, Mo., recent purchaser of the Raidon Transfer Co., is studying proposals for a warehouse and dock building larger than that now occupied. Several existing structures and sites are under consideration.

Perry Warehousing to Increase New York Facilities

Perry Warehousing, Inc., 166 Perry St., New York City, has approved plans for new two-story storage and loading platform unit at warehouse, estimated to cost about \$45,000. Work on structure will be placed under way at once.

Poultry Racket Control Brings Lower Rates

Further steps to bring poultry rackets under control have been taken by the Department of Agriculture with the promulgation of new and lower rates for furnishing coops, loading and trucking live birds in the New York City and Jersey City markets.

Levies made by various groups have narrowed truckers' profits in this area and caused unfavorable customer-reaction against truckmen who have been innocent victims of a situation which the federal government has set out to remedy.

The order, which became effective July 31, will result in estimated savings to shippers of live poultry of more than \$200,000 a year based on the volume of live poultry handled in these markets in 1935.

The new rates are: for the rental of coops used to receive live poultry when removed from cars at termi-

BINGHAMTON, N. Y.

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Within the Lighterage Limits of New York Harbor

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STEAMSHIP PIERS

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Household Goods—General Merchandise—Regular Trips—
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PRIVATE SIDING

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Let us care for your needs in Buffalo

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Specializes in handling
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Offices, 163 Georgia Street

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\$10 or \$1,000

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THE MARKET TERMINAL WAREHOUSE

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70,000 SQ. FT. OF STORAGE SPACE

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Terminal
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1500 Feet Private
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CORPORATION

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STORAGE WAREHOUSE and TRANSFER

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WE ARE SPECIALISTS on Storage and Distribution
of Pooled cars. Let us SERVE you and Prove it.

Members Am. Chain of Warehouses & A.W.A.

Nathan Bimberg, Gen. Mngr.

nals, 50 cents per coop but not to exceed \$40 per car; loading coops of poultry onto trucks, \$15 per car; trucking loaded coops from terminals to the various markets, 25 cents per coop but not to exceed \$20 per car.

The rates that were in effect when the licensing provisions became effective under the poultry amendment to the Packers and Stockyards Act, were 85 cents, \$19, and 30 cents, respectively.

A hearing which opened in July, 1936, to determine the reasonableness of charges made by persons who conduct most of the trucking of live poultry in the New York City metropolitan area, showed that the old rates were unreasonably high, and the new rates were established after a careful study of market conditions in the area.

Points at which the new rates are now backed by the force of federal law are:

An unloading terminal of the New York Central Railroad situated at approximately the foot of West 60th St., and West End Ave., New York City.

Independent Poultry Receiving Station of the M. Rosen Live Poultry Co., Inc., situated on tracks 9 and 10, E., near 12th Ave., approximately four blocks north of the 60th Street Terminal of the New York Central Railroad.

West Washington Market, situated at or about 10th Ave. and Bloomfield St., New York City.

The Live Poultry Terminal of the Delaware, Lackawanna, and Western Railroad, situated at approximately 18th St. and Grove Ave., Jersey City, N. J.

The Live Poultry Terminal of the Central Railroad of New Jersey at Jersey City (Communipaw), N. J.

The Live Poultry Terminal of the Delaware, Lackawanna, and Western Railroad, situated at approximately 134th St. and Park Ave. (Harlem Transfer), New York City.

ELMIRA, N. Y.

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2—WAREHOUSES—2
MERCHANDISE—HOUSEHOLD GOODS
Pool Cars—Truck and Van Service
MEMBER
A.V.A.—N.E.W.A.—ALLIED VAN LINES

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Flushing Storage Warehouse Co., Inc.

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Fireproof Warehouses

Moving, Packing, Storing and Shipping of Household Goods, 10 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston.

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**Forest Hills Fireproof Storage**
Austin St. and Herrick Ave.

Storage and Shipping of Household Goods Exclusively

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WEBSTUR	LONG BEACH	ROOSEVELT
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L. I., N. Y.

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Long Island's Foremost Household Goods Warehouse
SERVING ALL Long Island POINTSRichmond
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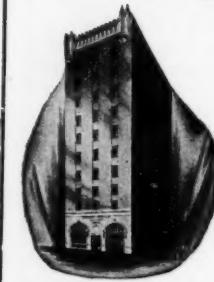
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Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

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Free and bonded warehouses throughout Europe—railroad sidings and waterfront groupage bills of lading—pool car service.

Shipments to and from all parts of the world—collections made and promptly remitted.

Special service in Packing, Storage and Transportation of Household Furniture in vans—through bills of lading issued to interior points.

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THE GILBERT STORAGE CO., INC.

Specialists in Pool Car Distribution—Warehouses Located on East and West Side—Fireproof Storage.

Formerly HARLEM STORAGE WAREHOUSE CO., INC. Executive Offices, 39 W. 66th St., New York, N. Y. West Side Warehouse, 38 W. 66th St., East Side Warehouse, 211 E. 100th St., Bronx, N. Y.

Agent for ALLIED VAN LINES, INC. Nation-wide Long Distance Moving. A National Organization owned and operated by the leading storage warehouse companies in the United States.

Members N. Y. F. W. A., N. Y. S. W. A. and N. Y. S. W. A.

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SERVICE—EFFICIENCY—CLEANLINESS

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GENERAL STORAGE WAREHOUSES

15-17-19 WORTH ST.

Merchandise Distribution

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Bonded Truckmen and Forwarders

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AN ASSOCIATED

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JERSEY CITY, N. J.

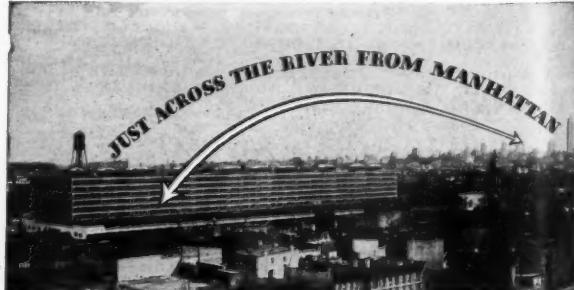
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U. S. Custom Bond

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Storage, Distribution and Freight Forwarding from an Ultra-Modern Free and Bonded Warehouse.

IDEALLY LOCATED
IN THE VERY CENTER OF NEW YORK CITY
Adjacent to All Piers, Jobbing Centers
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.
601 West 26th St., N. Y. C.

PRODUCTS ON PARADE

(Continued from page 22)

Z Pack Corp., owners of the Z quick-freezing process, has formed the "Haven Brand Frosted Seafoods Company," a division of Harold E. Hamblen, Inc., 479-485 1st Ave., New York City. A full range of round fish, pan-dressed fish, oysters, scallops and other seafoods are ready for institutional and retail trade. Of special interest will be quick-frozen filleted sea trout, bluefish and weakfish, which up to date have not been available in this form, it is stated.

○ ○ ○

General Foods Corp., New York, has acquired the Snow King baking powder and Dairy Maid baking powder, products of the Snow King Baking Powder Co., Cincinnati.

○ ○ ○

Schenley Products Co., Inc., New York, is using newspaper, direct mail and point-of-sale advertising to promote a new summer drink "Frosted Golden Wedding," which is made with Golden Wedding whiskey.

○ ○ ○

Dixie Brewing Co., Inc., New Orleans, is introducing Dixie "45" beer through extended newspaper advertising in the South and car cards in New Orleans.

○ ○ ○

Procter & Gamble has started the largest newspaper advertising campaign in the history of the company for the promotion of Camay soap. The campaign will continue until next June.

○ ○ ○

Martini & Rossi Co., through its American agent, W. A. Taylor & Co., New York, has started an advertising campaign to promote Vermouth straight, Vermouth and soda and Vermouth Cassis. Dr. Giulio Blengino, export manager of Martini & Rossi, is now in the United States, and it is believed will take part in the direction of the campaign here to popularize the "Aperitif" of Europe.

○ ○ ○

Grocery Products Mfg. Co. and Foulds Milling Co., New York, have appointed advertising counsel. Included in the products sold by the associated companies are Kitchen Bouquet, Foulds macaroni, spaghetti and noodles and the Jacob and Kennett brands of canned mushrooms.

○ ○ ○

Bendix Household Appliances, Inc., Mishawaka, Ind., was recently formed for production and distribution of a new electric washing machine unit, a product of the experimental shops of Bendix Aviation. A plant has been leased and is now in process of remodeling to fit the mass production program of the company. National sales offices will be located in Detroit to handle distribution at the time production commences at Mishawaka. The new washing machine is completely automatic, and is said to be the only one of its kind on the market. It is understood that several hundred persons will be employed.

○ ○ ○

Heyman Process Corp., 601 W. 26th St., New York, has recently offered to syrup manufacturers and to the dairy industry a soluble cocoa, which remains in solution without the aid of colloidal thickeners. The cocoa imparts color and flavor to milk drinks in which it is used, deposits no sediment and requires no heat application in preparation of chocolate milk drinks.

○ ○ ○

Richmond Chase Co., San Jose, Calif., has recently introduced several new fruit juices, "Heart's Delight" pear nectar, peach nectarine nectar and plum nectar. The juices are packed in tall cans, with paper labels.

○ ○ ○

Kraft-Phoenix Cheese Co., Chicago, has recently

NEW YORK, N. Y.

Offering a Superior Service
at a Reasonable Price . . .

Fireproof Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Electric Van Service

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Cold Storage

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Separate Vans

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Safe Deposit Vaults

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Safe Deposit Vaults

Special vans for shipments of household goods to all parts of the world.

Safe Deposit Vaults

Dead storage for automobiles. Batteries are cared for on premises.

Safe Deposit Vaults

Our experience of 50 years guarantees satisfactory performance.

Lincoln Warehouse Corporation
1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager
Horace Roberts, Superintendent of Warehouses

NEW YORK, N. Y.

The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF
PERISHABLE FOOD PRODUCTS

BROOKLYN 66 Furman St. JERSEY CITY 176 Ninth St.

Distribution Facilities Storage in Transit

General Offices: 19 Hudson St., New York

NEW YORK, N. Y.

NEW YORK DOCK CO.

Executive Offices—44 WHITEHALL ST., NEW YORK, N. Y.

STORAGE—PIERS—WHARVES
MANUFACTURING SPACE
RAILROAD CONNECTIONS

Licensed by Cacao, Cotton, Coffee and Sugar,
Metal and Rubber Exchanges

Member: A.W.A.—W.A.P.N.Y.—N.Y.S.W.A.—N.Y.W.W.T.

NEW YORK, N. Y.

Mr. WAREHOUSEMAN: Did you miss out on that last inquiry you received from the Metropolitan Territory?

PerkinService

May have saved it for you.

George W. Perkins

Warehouse & Terminal Service

82 BEAVER STREET, NEW YORK, N. Y.

NEW YORK, N. Y.

PORT WAREHOUSES, INC.

FREE AND U. S. BONDED WAREHOUSES

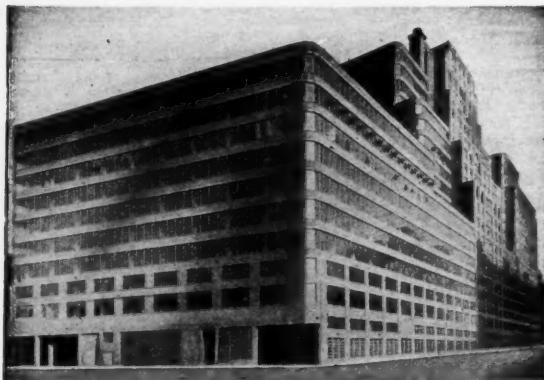
GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

STARRETT LEHIGH BUILDING



Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street
Telephone: CHICKering 4-5520

NEW YORK, N. Y.



SANTINI BROS., INC.

Serving Greater New York and All Points in Westchester County
MOVERS—PACKERS—SHIPPERS
General Offices: 1405-11 Jerome Ave.—Tel.: Jerome 6-5000
Four Fireproof Warehouses
3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

SHEPARD WAREHOUSES INC.



130,000 Square Feet
Fireproof

*Distribution
Specialists*

667 WASHINGTON
STREET
NEW YORK

Daily
Truck
Deliveries to

MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEY

NOT only a large and well located warehouse, but also a modern cartage and express organization making daily pick-ups and deliveries in the city and outside to a 25-mile radius. Established trucking connections to points beyond. Single packages.

Place both your storage and distribution responsibilities on ONE management. You make the sale—let us do the rest. Experience—Equipment—Reliability—Financial Responsibility.

POOL CAR DISTRIBUTORS

Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

SHEPARD WAREHOUSES, Inc.

NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

added Hors d'Oeuvres Cheese "Teez," to its products. It is a blend of cream cheese, Roquefort cheese, spices and selected meats, packed in re-use drinking glass containers.

The Log Cabin Products Co., Hoboken, N. J., is now marketing its product in a tall tapered, hexagonal bottle. The bottle is sealed with a compression cap which is removed by prying on a wire opener attached under the cap, which latter can be snapped back to reseal the bottle. A facsimile of the original metal log cabin container is carried on the new label.

California Prune & Apricot Growers Assn., San Jose, Calif., is selling "Sun-Sweet Whip Prune," strained pulp of prunes to be used in making prune whip. The product is packed in a re-use glass drinking tumbler, to serve six, and is suggested for infant feeding and special diets.

Popular Brands, Inc., New York, has appointed advertising counsel. The first product to be promoted will be Pop, dishwashing aid.

Wabash Appliance Corp., Brooklyn, N. Y., has placed on the market the latest type flash-bulb, the Super-Flash photolamp for use on cameras.

NEW YORK, N. Y.

Seaboard Storage Corporation

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.
 Steamship facilities — Railroad connections — Motor truck distribution — One Responsibility.
 Port Newark Terminal Foot of Doremus Ave.

Brooklyn Terminal Foot of Smith St.

NEW YORK, N. Y.

State Warehouse Co., Inc.

GENERAL OFFICES 541-545 W. 34th ST.
General Merchandise Storage and Distribution in the Center of the Metropolitan Area

Fireproof Buildings — Low Insurance Rate — Immediately Adjacent to New York Central R. R. — Penna. R. R. — Lehigh Valley

Members N.Y.S.W.A.—P.N.Y.A.

NEW YORK CITY, N. Y.

DISTRIBUTION...

General and Cold Storage. Sprinklered Building. Direct track connections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments. Same day delivery within 50-mile zone.

Terminal Warehouse Company
 27th and 28th Streets 11th to 13th Avenue



NEW YORK, N. Y.

Weissberger Moving & Storage Co., Inc.

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

Pool Cars of Furniture and Merchandise Distributed

ROCHESTER, N. Y.

George M. Clancy Carting Co., Inc.

Storage Warehouse
 55-85 Railroad Street
 General Merchandise Storage . Distribution
 Household Goods Storage . Shipping
 Pool Cars Distributed and Reshipped
 Direct R. R. Siding N. Y. Central
 In the Center of Rochester

ROCHESTER, N. Y.

Member of N.F.W.A.—A.W.A.

IN ROCHESTER, NEW YORK

"Let us give your customers the same competent and personal service that you yourself give them."

B. G. COSTICH & SONS, INC.
 271 Hayward Ave. Rochester, N. Y.

ROCHESTER, N. Y.

Established 1823

Storage of Automobiles and General Merchandise
 N. Y. C. R. R. 10 Car Capacity, Private Siding
 Pool Car Distribution Motor Service
 Heated Throughout Sprinklered Low Insurance Rate

MONROE WAREHOUSE COMPANY, Inc.
 Offices: 1044 University Ave.
 Member of A. W. A.

ROCHESTER, N. Y.

ROCHESTER STORAGE WAREHOUSES, Inc.
 26 N. Washington St.
 MERCHANDISE STORAGE . DISTRIBUTION AND
 FORWARDING . STORE DOOR DELIVERY

SCHENECTADY, N. Y.

Schenectady Storage and Trucking
 McCormack Highway
 Transportation

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
 Pool Car Distribution Household Goods
 Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Flagg Storage Warehouse Co.

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care
 MOVING — STORAGE — PACKING — SHIPPING
 Mdse. Storage Pool Cars Handled

Private Siding

SYRACUSE, N. Y.

Daily Store-Door
 Delivery to Principal
 Points in N. Y. State

... an important part of our complete, modern warehousing service in the distributing center of New York State. Write for details.

Member A.W.A., ACW,
 May.W.A.

Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.

SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
 SINCE 1897

MERCHANTISE

HOUSEHOLD
 GOODSMOTOR FRT.
 STORE DOOR
 DELIVERYMEMBERS
 A.W.A. N.F.W.A.
 AGT. A.V.L.Represented by
 Distribution Service, Inc.—New York—Chicago—San Francisco

TROY, N. Y.

SPERRY WAREHOUSES, INC.

1 JACKSON STREET, TROY, N. Y.

Now offers shippers within a 75 mile zone—in Albany—unusual warehouse and motor freight terminal facilities.

10 car N.Y.C. RR siding. Low insurance rate.

Hudson Motor Freight Service, Inc., operating daily service between Troy, Albany and New York City with terminals in New York City, Poughkeepsie and Troy, N. Y.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.

Complete Warehousing

Service

General Merchandise — Cold Storage

Heated Storage

Private Siding and Motor Freight Terminal

Daily Trucking Service to all

Points in New York State

UTICA, N. Y.

Jones-Clark Trucking & Storage Co.

of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 38 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

UTICA, N. Y.

Largest Fireproof Warehouse in Utica, N. Y.

Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities

MURRAY WAREHOUSE CO., Inc.

General Offices: 106 WHITESBORO ST.

Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

UTICA, N. Y.

Established 1916

Utica Warehouse Co., Inc.

Box 276

Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

McCann's Storage Warehouse Co.
3 MILL ST.

Fireproof Storage Warehouse

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED,
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.
Pool cars handled promptly. Motor Service.
Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

MERCHANDISE STORAGE

Pool Car Distributors
Private SidingsUNION STORAGE & WAREHOUSE CO., INC.
(BONDED)1000-1008 West Morehead St. 20 Private Offices
Private Branch Exchange Insurance Rate 25c
MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

RALEIGH, N. C.

CAROLINA STORAGE & DISTRIBUTING COMPANY

MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

Private Siding

Members

A. W. A.

Motor Freight Line

A. CHN. WHSES.

TARBORO, N. C.

EDGECOMBE BONDED WAREHOUSE

TARBORO, N. C.

Largest Sprinklered Warehouses in
Eastern North Carolina
Insurance rate 23 1/2 centsPool Car Shipments and Distribution Service—Trucking
Facilities
Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

Fireproof Warehouse

FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street



Household Goods, Merchandise
Long Distance Moving
Pool Car Distribution
Member N. F. W. A.

FARGO, N. D.

Union Storage & Transfer Co. Fargo, N. D.
General Storage—Cold Storage—
Household Goods

Established 1906

Four warehouse units, total of 180,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Spot stocks, pool car distribution, complete warehouse services. Ship in our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—MNWWA—NFWA

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.
GENERAL STORAGE—MOVING
HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

AKRON, OHIO

American Storage & Transfer Co.

100 BEECH ST.

Merchandise Storage—Pool Car Distribution
Private Siding B.&O. Ry.—L.C.L. B.&O.—Penn. Ry.—
Erie Ry.

Member—Ohio Whsemen's Assoc.

AKRON, OHIO

Cotter-City View Storage Co.

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

HOUSEHOLD GOODS and MERCHANDISE

MEMBER

WAREHOUSEMEN'S

ASSOCIATION

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

LONG DISTANCE MOVING

Pool Cars and Spot Stock Accounts Solicited.
Private Siding B. & O. R. R. Free switching all

roads. Low insurance rate.

Members of May. W. A.—O. A. C. H.—O. W. A.

Texas Prohibits Common Carriers Hauling Uncrated Household Goods

The Texas Railroad Commission has amended the Motor Freight Class and Commodity Tariff No. 1-A to eliminate that portion of Item 65 which provided for a rate of 1 1/4 times first class for uncrated household goods. The amendment went into effect Aug. 1 and prohibits common carrier trucks from hauling household goods unless they are packed and crated in accordance with Western Classification requirements.

There is one exception, namely, common carriers can handle trunks containing personal effects when locked, or corded, or roped, as well as in boxes or crates, at first class. Any quotations made under section 7 of rule 5 of the Western Classification on the basis of 1 1/2 times first class for household goods not properly packed are illegal, as this rule is not intended to be used for making quotations, but is only to be applied as a penalty when goods are found in transit, and not packed according to specifications of the classification.

Federal Maritime Commission Conducts Hearings On Wharfage Rates

The Federal Maritime Commission opened public hearings at Philadelphia Aug. 9, 10 and 11 on "top wharfage" rates charged by the railroads. It is complained that the railroads are driving commerce away from the Port of Philadelphia by levying a charge of 50 cents per ton truck on team-hauled foreign trade merchandise moved over their piers.

Importers and exporters who normally carry on their business over local piers have stated that the added charge has made it impossible for them to continue. They claim that it is cheaper to ship their exports by truck to New York before loading them on ships.

Rowan Joins Household Bureau

James F. Rowan of Denver, Colo., has joined the staff of the Household Goods Carriers' Bureau here as business manager.

Before coming to Washington, Mr. Rowan was engaged in trucking trade association work for 8 yrs. in the western states.

The Holman tariff, which is the bureau's listing, now has approximately 200 participants, or about one-third of the total number registered with the Interstate Commerce Commission for interstate household goods moving. One of Rowan's tasks will be to increase the number of participants.

Chastain Re-Elected President of Tulsa Warehouse Association

At the regular annual meeting of the Tulsa Warehouse and Transfermen's Assn., Ed. Chastain, Chastain Transfer & Storage Co., was re-elected president; C. D. Coggeshall, Federal Van & Storage Co., vice-president and Roy Roy was again chosen secretary of the group.

Now Mrs. James A. Davis

Mrs. Olive Weicker Barton, one of the principal stockholders in the O. K. Transfer and Storage Co., Oklahoma City, recently became the wife of James A. Davis, son of Mr. and Mrs. Harry A. Davis of Oklahoma City.

They were married in Norman, Okla., by Rev. E. N. Comfort, dean of the Oklahoma school of religion. After the wedding trip to Red River, N. M., Mr. and Mrs. Davis made their home at 1914 Northwest Twenty-second Street.

Mrs. Davis, as an heir of her father, A. C. Weicker, acquired her stock in the transfer company following his death last year. Mr. Davis is a commercial artist in the advertising department of the Oklahoma Publishing Co., here.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER
WAREHOUSE & STORAGE CO.
36 CHERRY STREET
Household Goods and Merchandise
Fireproof Warehouse—Local and long
distance moving.

CANTON, OHIO

MEMBER: A.C.W. — May. W.A.
A.W.A.—O.F.A.A.—O.W.A.

CANTON STORAGE, Inc.

FOURTH AND CHERRY N.E.

MEMBER



merchandise, household
goods cold storage

U. S. Customs and Internal Revenue Bonded
Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

New York City Representative:
MR. J. W. TERREFORTE
250 Park Avenue
Telephone: Plaza 3-1235

Chicago Representative:
MR. W. H. EDDY
53 W. Jackson Blvd.
Telephone: Harrison 1496

CINCINNATI, OHIO

THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts.

Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.
Address: Second and Smith Sts. FRED W. BERRY,
Cincinnati, Ohio Manager and Treasurer.

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE

CINCINNATI TERMINAL WAREHOUSES, INC.

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

CINCINNATI, OHIO


**CARLOAD, DISTRIBUTING, WAREHOUSING
LOCAL & SUBURBAN TRUCKING**

Diversified motor truck equipment contracted for to meet your requirements.

Merchandise haulers—Pool car distributors
Car Loading—Transferring

The CINCINNATI TRANSFER Co.
Office and Warehouse, 739 W. 6th St.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

N. W. Corner Pearl and Plum
Merchandise Storage
Penn. R. R. Siding



Pool Cars
Inter-City Truck Depot

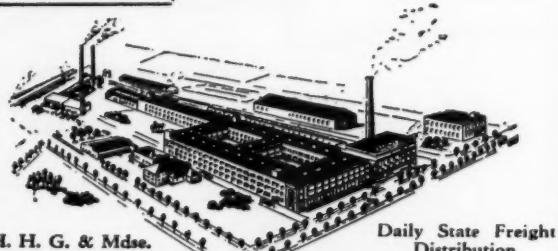
CINCINNATI, OHIO


The "Al" Naish Moving and Storage Co.
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sta. of B&O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO



H. H. G. & Mdse.

BRAMLEY STORAGE CO.

A Storage House of Distinction
Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.


UNITED STATES CUSTOM BONDED
Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks Operate Own Truck Equipment. Pool Car Distribution.



2775 PITTSBURGH AV.
Telephone PRespect 2970

CLEVELAND, OHIO

"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION
RELIABILITY — are found at
THE GREELEY-GENERAL WAREHOUSE CO.
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO


**Distribution Terminal
Warehouse Company**

Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

**Greeley New Member of A.W.A.
Executive Committee**

Robert C. Greeley, president, Greeley-General Warehouse Co., Cleveland, has been elected a member of the executive committee of the American Warehousemen's Assn. to fill a vacancy caused by the resignation April 1 of R. G. Culbertson. The latter, it will be recalled, resigned from his position as managing director of the Cincinnati Terminal Warehouse, Inc., Cincinnati, to become vice-president of the Eyres Transfer and Warehouse Co., Seattle, Wash., thus leaving the general territory that he was elected to represent as a member of the committee without representation.

**Norman M. Hotchkiss Is Dead;
New Jersey Executive Was 60**

DEATH on Aug. 10 removed Norman M. Hotchkiss, president of Summit Express & Storage Co., Summit, N. J., and one of the veteran household goods warehouse operators of the country. Enjoying good health until just before recently reaching the age of 60, he was on a vacation at Fourth Lake, N. Y.

One of the organizers and for years a director of the New Jersey Furniture Warehousemen's Association, Mr. Hotchkiss was a member also of the National Furniture Warehousemen's Association, Allied Van Lines and New Jersey Motor Truck Association. Brought up in the school of hard knocks, he established an express business with a horse and wagon near the D. L. & W. station in Summit and subsequently erected one of New Jersey's finest and modern fireproof warehouses. He was president of the Yellow Cab organization in Summit.

Mr. Hotchkiss is survived by his wife, two daughters, a brother, a sister, and a nephew, Alfred W. Alesbury, identified with the warehouse firm.

CLEVELAND, OHIO

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you . . .
 THREE GREAT WAREHOUSE LOCATIONS
 GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS

HIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penn. Euclid Ave. Station; adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.

LINCOLN STORAGE

W. R. Thomas, Vice-Pres.

5700 Euclid Ave.

CLEVELAND 11201 Cedar Ave.



CLEVELAND, OHIO

RAIL SHIPMENTS**TO OR FROM CLEVELAND**

Our private rail facilities enable us to give prompt handling of pool cars or lift van loads to any destination.

May we serve you?

**The NEAL STORAGE COMPANY**

CLEVELAND OHIO

Exclusive Agent:
 Greater Cleveland
 for Aero-Mayflower
 Transit Co.

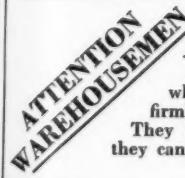
CLEVELAND, OHIO

MERCHANDISE STORAGE**POOL-CAR DISTRIBUTION****HEATED LIQUOR STORAGE****CUSTOMS BONDED WAREHOUSE****LEASE SPACE**

A MODERN, FIRE-PROOF STRUCTURE WITH
 ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

THE OTIS TERMINAL WAREHOUSE CO.

1300-38 W. NINTH ST. CLEVELAND, OHIO
 U. S. GENERAL BONDED WAREHOUSE No. 4



"It is interesting to note that the number of public warehouses that are going right ahead with their advertising and promotion campaign are the ones which will most certainly become more firmly entrenched as a result of their efforts. They know that advertising is a positive tool they cannot afford to get along without."

John Simon

CLEVELAND, OHIO

Facilities, Service and Security

Merchandise Storage and Distribution . . . Fireproof Buildings . . . A.D.T. Service . . . Low insurance rates . . . Convenient locations . . . United States Custom Bonded . . . Fumigation if desired . . . Pool car distribution.

RAILWAY WAREHOUSES INC.

3450 CROTON, S.E.

CLEVELAND, OHIO

* Represented by
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
 11 WEST 42ND ST., PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
 55-85 Terminal Way Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
 IDEALLY LOCATED



COLUMBUS: — In the Center of Ohio.
 THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus.

SERVICE: — That means more business for you at less expense.

Let us serve you at Columbus.

PRIVATE SIDING ON
 N. Y. CENT. RY.
 U. S. Customs Bonded

The Merchandise Warehouse Co.
 370 W. Broad St. Columbus, Ohio
 MEMBER: A.W.A.—D.W.A.—A.C.W.

For the convenience of shippers, this section is arranged geographically

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DAN EDWARDS at COLUMBUS

Parking—Shipping—Storage—Local and Long Distance Moving—Steel and Concrete Warehouse—Private Siding

EDWARDS TRANSFER AND STORAGE CO.
426 North High St., Columbus, Ohio

Member—National Furniture Warehouses' Assn., Ohio Warehouses' Assn.

COLUMBUS, OHIO

MERCHANTISE STORAGE and DISTRIBUTION

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THE NEILSTON STORAGE CO.

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DAYTON, OHIO

THOS. F. LARKIN
WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

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The Stelzer Truck & Storage Co.

407-11 Findlay Rd.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool cars, NYC siding
Member: M.W.A., O.A.C.H.

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MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

MARION, OHIO

WRIGHT
TRANSFER & STORAGE CO.
EST. 1889

MERCHANDISE—HOUSEHOLD GOODS
Wright Service to Meet Your Requirements.
Member of N.F.W.A.—O.W.A.—A.V.L.—O.F.W.A.

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WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A.W.A.

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456,000 cu. ft.



WILLIS DAY STORAGE CO.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars
Member of May WA—O.F.W.A.—TOL—CA
608-10-12 Monroe St. • Adams 7144

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WAREHOUSE SERVICE

Every Known Modern Warehouse Facility

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GREAT LAKES
TERMINAL WAREHOUSE CO.

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Private Siding B.&O. and N.Y.C. R.R.'s
TOLEDO'S LARGEST—FINANCIALLY
RESPONSIBLE—WAREHOUSE

TOLEDO, OHIO

The RATHBUN CARTAGE CO.
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"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

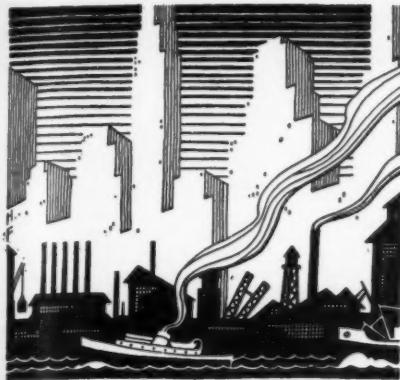
TOLEDO TERMINAL
WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehouses' Association
▼▼▼ Ohio Warehouses' Association
Toledo Chamber of Commerce

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 43RD ST. PENN 8-0968 1525 NEWBERRY AVE. MON 5-5331



Waterways and Terminals

(Continued from page 23)

If such a thing occurred, it would prove disastrous to plants operating along the Delaware River.

"Rats," the former Mayor shouted. "The theory was advanced to terrorize manufacturers. There is nothing to fear from salinity."

Mr. Moore outlined the benefits to national defense to be derived from the canal in case of war.

Work Awards on Barge Canal Are Deferred

THE War Department has deferred temporarily the award of \$5,000,000 in contracts for improvement of the New York State Barge Canal.

Major General Edward M. Markham, Chief of Army Engineers, said the action would not affect work now being done on the \$27,000,000 project. "All contracts now in operation will be completed," he said.

The General said the department decided to delay opening bids for additional work on the canal because of the "lateness of the appropriation bill and the wide range of projects called for."

"There is already sufficient work ahead," he said, "to last until the canal freezes up in the winter. Some of it will even carry over into next year."

"We plan to award contracts from time to time as conditions appear propitious. There will be no stoppage of work on the canal system."

Army engineers are supervising deepening of the canal from Waterford to Three Rivers to a depth of 14 ft. Markham said \$100,000,000 already has been spent on the project.

Meanwhile, the Senate Commerce Committee proposed deepening of the eastern end of the canal from Albany to Schenectady to 27 ft. Army engineers said this would permit ocean-going freighters, which now dock at Albany, to proceed to Schenectady.

The proposal was contained in the omnibus rivers and harbors bill approved by the Commerce Committee. The committee wrote into the bill authorization for a survey of the Hudson and Mohawk Rivers from Albany to Schenectady with a view of providing a 27-ft. waterway. The Mohawk and Hudson Rivers are part of the barge canal system.

William Hale Thompson Fights Mississippi's Battle

A WAR Department order recently authorized a fixed bridge with a 21-ft. clearance at Western Ave., Chicago, the junction of the Chicago River and the Sanitary District Canal. This fixed bridge, if built, shuts off the passage of ships between Lake Michigan and New Orleans and other Mississippi River points. The Mayor of Chicago explains the purpose of this fixed bridge is to save the cost of bridge tender.

Now comes the order to reduce Chicago's Lake

YOUNGSTOWN, OHIO

1887

1937

WHEN MOVING EMPLOYEES TO OR FROM

YOUNGSTOWN, OHIO
CONSULT

THE WM. HERBERT & SON CO.
646 MARKET ST.

"Over 50 Years of Dependable Service"

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Member A. W. A.—A. C. W.

Commercial Warehouse Co.

50,000 sq. ft. for Exclusive Merchandise Storage
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA. CITY, OKLA.

Established 1888

O. K. Transfer & Storage Co.

General Warehousing and Distribution



MOTOR
TRUCKS
& TEAMING

HOUSEHOLD
GOODS

MERCHANDISE

MEMBERS
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Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing
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Floor Space
Fireproof

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1-9 Northwest First Street, Oklahoma City, Oklahoma

MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTION

Brick and Concrete Construction Building. Strictly Fireproof—Automatic Sprinkler System. Insurance Rate 14.7c. Santa Fe Siding Conveniently located in Downtown Industrial and Retail districts.

OKLAHOMA CITY, OKLA.



We Solicit Your Accounts for
Transfer and Storage
Members of American
and National Warehousemen's
Associations

TULSA, OKLA.

FEDERAL STORAGE & VAN CO., INC.

MERCHANDISE STORAGE & DISTRIBUTION

Punctual Service & Remittances

Centrally Located—Low Fire Rates

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable

Member American Warehousemen's Association, American Chain of Warehouses

KLAMATH FALLS, ORE.

Established 1926

Klamath Falls Transfer & Storage Co.

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Merchandise and Household Goods Warehouse

Hollow Tile Construction 9,000 sq. ft. Investment \$3,000. Consign shipments via G. N. & S. P. Transfer Household Goods. Equipment 3 Trucks. Cargo Insurance.

Member of A. W. A.—Ore. W. A.

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act

Merchandise, Storage and Distribution

Private Siding Free Switching Sprinklered
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PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION
A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Services, Inc.

PORTLAND, ORE.

MERCHANTISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments via Water or Rail to us at our private Siding.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH

RUDIE WILHELM WHSE. CO., INC.

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution
of All Commodities

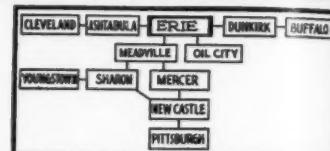
Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.



Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

ERIE, PA.

THE ERIE
STORAGE
& CARTING
COMPANY

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A.
P.F.W.A.—Rotary and Kiwanis

THE IRWIN
TRANSPORTATION
COMPANY

1502 Sassafras St.
Erie, Pa.

Overnight service
on merchandise to
all of the above
cities.

Michigan diversion from 5,000 second feet to 1,500 second feet in 1938. Congressman James McAndrews, 9th Congressional District of Illinois, will introduce a bill in the Congress of the U. S. giving to Chicago in perpetuity 5,000 second feet diversion to improve waterways and increase commerce as the Constitution provides.

Governor Henry Horner and both U. S. Senators from Illinois are in this fight with William Hale Thompson to keep the Mississippi River from going dry in the next drought.

Seeks to Re-establish Providence Line Service
to New York City

JOHN J. ORR, a waterfront contractor of Providence, has entered a bid with the New York, New Haven and Hartford Railroad for leasing of pier property in Providence used by the suspended Providence Steamship Line, which was owned and operated by the New Haven Railroad. If he obtains the property, it is understood Mr. Orr will re-establish a passenger and freight steamship service to New York. Also under consideration is a plan to have West Coast freight steamers, for which Mr. Orr's firm acts as agents, to use the pier as a terminal.

Mr. Orr, according to advices from Providence, will also bid for one or more of the boats owned by the discontinued lines.

St. Lawrence Seaway Project Hit by Hepburn

PREMIER Mitchell F. Hepburn of Ontario, in a letter made public recently by Representative Alfred F. Beiter, Democrat of New York, announces his opposition to the St. Lawrence seaway project. Premier Hepburn said the project "in so far as the Province

(Concluded on page 89)

HARRISBURG, PA.

Pool Cars

Efficiently
Handled
Merchandise
and
Household
Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Sidings Agent for American Mayflower Transit Co.,
American Warehousemen's Association, Mayflower Warehousemen's
Association, Penna. Furniture Warehousemen's Association, Penna.
Warehousemen's Association, American Chain of Warehouses



HARRISBURG, PA.

KEystone WAREHOUSE

GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZELTON, PA.

KARN'S STORAGE, INC.

FIREPROOF FURNITURE STORAGE
Merchandise Warehouse—L.V.R.R. Siding
Packing—Shipping—Distribution
Local & Long Distance Hauling
Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS
Merchandise and Household Goods
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,
Forwarding
Manufacturers' Distributors, Carload Distribution, Local
and Long Distance Moving
Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN
Transfer and Storage

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and piano. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.
Forwarding agents

PHILADELPHIA, PA.

A responsible nation-wide moving service. Call upon us when transferring representatives any place in the United States, Canada or abroad.

ATLAS STORAGE COMPANY
Agent: ALLIED VAN LINES, INC.
ATLAS TRANSPORTATION COMPANY
operating under tariffs filed with I.C.C.

4015 WALNUT STREET
Telephone: EVERGREEN 1280
Cable address: BOWLINGVAN

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fence"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President



MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

22 MODERN, CENTRALLY
LOCATED WAREHOUSES

Right in the very center of the industrial, wholesale and retail sections of Philadelphia, with more than 1,000,000 sq. ft. of storage space, bonded and free, available.

Each building is of modern construction, fully equipped, adequately safeguarded and efficiently managed by an experienced staff qualified to handle all business detail, except selling.

Accommodations are provided for practically every type of merchandise, with separate buildings for hazardous goods.

SPECIAL BANKING SERVICE

is provided for the handling of bills-of-lading and loans on warehouse receipts.

PENNSYLVANIA WAREHOUSING
& SAFE DEPOSIT CO.

General Offices & Banking House, 111-113 S. 3rd St., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise
Division)

Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel. Hanover 2-1954

J. W. Terreforte, 250 Park Ave. Tel. Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone,
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The DIRECT Entry to Eastern Markets

13 modern warehouses. 68 acres of floor space with facilities for handling merchandise of every kind. Strategically located in the center of the wholesale district with direct connections with Pennsylvania Railroad and Reading Railroad. Completely equipped pool car departments. No cartage expense on l.c.l. rail shipments.

TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at
Strategic Distribution Centers



Motor Truck Service

We own and operate a fleet of motor trucks to provide "Store Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE
221 Vine St.

HOUSEHOLD STORAGE
MERCANDISE STORAGE
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.



SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings

Member of Allied Distribution, Inc.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

(Concluded from page 86)

of Ontario is concerned, cannot be justified on economic grounds."

President Roosevelt and Secretary of State Cordell Hull recently said negotiations for a Great Lakes-St. Lawrence development treaty were being conducted with Canadian authorities. Representative Beiter asked Premier Hepburn what position his government intended to take. The Canadian Premier replied that Ontario had ample power facilities and indicated transportation facilities in the dominion were adequate for present needs.

"Under the circumstances," he said, "I see no possibility of changing the policy of this government until such time as there is need for additional transportation facilities or power."

Referring to transportation facilities, Mr. Hepburn said: "We are vitally interested in the welfare of the Canadian National Railways, which, as you know, is operating under a tremendous annual loss, constituting an acute drain upon the dominion."

New Plan Before Congress to Help Harbors Shipping

PLANS for forcing enactment of legislation at this session of Congress to provide ways and means for the construction of several hundred replacement vessels at a cost of between \$150,000,000 and \$200,000,000 for operation on inland rivers and canals were laid by the so-called rivers and harbors bloc in both the Senate and House.

Many vessels in these inland waterways have been condemned as lacking in proper subdivision stability, in damaged condition and are of the most inflammable type of construction.

While withholding draft legislation which they have presented to the leadership, members of this powerful group in Congress expressed their determination to obtain some assistance for these domestic operators, who are excluded from Federal aid under the Ship Subsidy Act. For years, they complained, it has been difficult to stimulate any interest in financing the construction of domestic floating property on the part of private banking and financial institutions.

The program which has been placed before the Maritime Commission, proposes the creation of a mutual mortgage insurance fund for securing loans for construction or reconditioning of vessels along the same principle as that used under the National Housing Act. The commission would administer the fund, which would secure loans up to 75 per cent of the vessel cost.

Advocates of the proposal contend that loans against mortgages on certain classes of domestic floating property will be as safe and as desirable investment as are offered in equipment trust securities. The Government, they point out, has spent large sums of money in developing canals, inland waterways and improving the channels of rivers, but the use of these waterways has not kept pace with their development because private capital has been hesitant to embark in this field.

By the expedient of governmental insurance of mortgages on domestic floating property, it is believed, private funds will be immediately available for the rehabilitation and replacement of existing equipment and building of additional facilities. This, it is added, will result in a comprehensive program of vessel construction and operation in those States that touch on lakes, bays, sounds, rivers and canals.

Rates Reduced Between Mobile and Points North

Reduced rates on a number of commodities which will conform with rates on similar products from New Orleans, will be put into effect between Mobile, Ala., and St. Paul, Minn., St. Louis, Chicago and other mid-

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping
80-90 Dudley St.

Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923 511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate Private Siding

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway trucks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments

per annum. Pool Cars distributed. solicited. Prepaid remittance

Made. MEMBERS American Warehousemen's Assn.

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Asst. Treas.

Rowe Transfer & Storage Co.

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Household Goods and Merchandise Storage and
Distribution. Pool Car Distribution.

Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company

Member, Mayflower Warehousemen's Association

MEMPHIS, TENN.



S. S. DENT, Pres.

General Whse. & Dist. Co.
435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District

Sprinklered
Private R. R. siding Low Insurance
Perfect service

MEMPHIS, TENN.

L. E. McKNIGHT, Pres.

OUR CUSTOMERS

ARE THE BEST ADS WE HAVE, BEFORE SETTLING IN MEMPHIS. LET US GIVE YOU THEIR NAMES.

MERCHANTS
WAREHOUSE CO., Inc.

Member, Associated Warehouses, Inc.

MEMPHIS, TENN.

Established 1856

PATTERSON TRANSFER COMPANY

New River and Rail Terminal Warehouse. Merchandise Storage and Pool Car Distribution. Lowest Insurance Rates—\$1.10 per \$1,000.00 per Annum. Bonded Agents of all Rail and Barge Lines. Let us serve you in the Mississippi Valley.

Member of A.W.A. and A.C.W.

MEMPHIS, TENN.

Pres. J. H. POSTON
Secy. and Treas. W. H. DEARING

Established 1894
JOHN H. POSTON
STORAGE WAREHOUSES INCOR-
PORATED
671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum

Distribution a Specialty

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MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

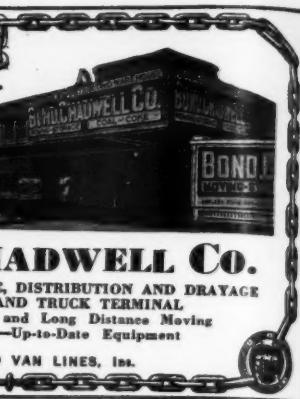
WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

124 First Avenue, N.

Phone 5-4153



BOND-CHADWELL CO.

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE
RIVER, RAIL AND TRUCK TERMINAL
Household Storage, Local and Long Distance Moving
Fireproof Warehouses—Up-to-Date Equipment

AGENTS ALLIED VAN LINES, Inc.

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding—Free Switching
Motor Truck Service.

western points as soon as the next rate supplement is issued by the Federal Barge Lines, R. G. Cobb, traffic manager of the Mobile Chamber of Commerce, has been advised by barge line officials.

Various oils, cottonseed cake and hulls shipped from Mobile to St. Paul and on sugar transported from Mobile to St. Louis, Chicago and nearby points will be affected by the reduced rates. Railroads also have proposed to reduce rates to 25 cents per 100 lbs. on imported and coastwise crude rubber from Mobile to Memphis to conform with rates in effect between New Orleans and Memphis.

New Short Train Law In Oklahoma

On Aug. 10, a measure passed by the recently adjourned Sixteenth Oklahoma Legislature limiting the length of freight trains to 70 cars, became a law. Passed without an emergency clause, necessitating a wait of 90 days before becoming a law, the measure purported to promote the safety of employees and travelers upon railroads by compelling common carriers by railroad to limit the length of their freight trains.

It is rumored that four railroads—the Santa Fe, Frisco, Rock Island and Katy—are contemplating a Federal Court suit questioning the constitutionality of the "short train" act.

J. M. Walker Honored

James M. Walker, president and treasurer of the O.K. Storage Co., Memphis, Tenn., has been elected a director for the United States of Rotary International. The election took place at Nice, France, where Mr. Walker attended the convention as a delegate.

NASHVILLE, TENN.

Nashville Warehousing Co.
GENERAL STORAGE
POOL CAR DISTRIBUTION
FREE SWITCHING—CITY TRUCKING

AMARILLO, TEXAS

WM. C. BOYCE

J. A. BUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Uni-

versal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehouse-



BEAUMONT, TEXAS

GARDNER'S
BEAUMONT TRANSFER & STORAGE COMPANY
Est. 1895
1101 CROCKETT STREET
GENERAL MERCHANDISE—H.H. GOODS STORAGE
POOL CAR DISTRIBUTION
PRIVATE SIDING—FREE SWITCHING

CORPUS CHRISTI, TEX.

PERRY TUCKER

ESTABL. 1896

**Corpus Christi Transfer Co., Inc.**DISTRIBUTORS OF MERCHANDISE
VIA RAIL, TRUCK OR WATER

BONDED WAREHOUSES

Post Office Box 123

Phone 123

Members M.W.A.—S.W.T.A.—T.M.T.A.

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.
May Crocker—Sec. & Treas.

CROCKER
TRANSFER AND STORAGE CO., Inc.

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A.

A.C.W.

Agent for Allied Van Lines, Inc.

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

AMERICAN
TRANSFER & STORAGE CO.
BONDED FIREPROOF WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS
POOL CARS DISTRIBUTION LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.



For 60
Years
BINYON-O'KEEFE For 60
Tireproof Storage Co. Years
Dallas
Associated with Distribution Service, Inc.



DALLAS, TEXAS

Dallas-Trinity Warehouse Company
“Courtesy With Unexcelled Service”
Complete Warehousing
R. E. Abernathy, Pres.
3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.
Ft. Worth, Texas Corsicana, Texas

Member of A.W.A.—S.W.A.

DALLAS, TEXAS

E. D. Balem

Gus K. Weatherford
(Established 1875)**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**Second Unit Santa Fe Building
Dallas, TexasModern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space

Operators of Lone Star Package Car Company
(Dallas Division). Daily service via rail from St. Louis
and C.F.A. territory to all Texas points.
Semi-weekly service via Morgan Steamship Line from New York and Seaboard
Central, North Texas and Oklahoma.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn. Rotary Club

DALLAS, TEXAS



**The Interstate
Fireproof Storage
& Transfer Co.**

301 North Market St.
Merchandise Storage and
Distribution.

Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers

W. I. Ford R. E. Eagon

DALLAS, TEXAS

SPECIALIZINGMERCHANDISE STORAGE
POOL-CAR DISTRIBUTIONSERVING THE GREAT
SOUTHWEST AREAEVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.**KOON-McNATT STORAGE & TRANSFER CO.**
911 MARION ST.CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS

A Complete Merchandise Warehouse
ServiceCOLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS**MORGAN WAREHOUSE and COMMERCIAL COMPANY**Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A
splendid modern plant. A strategic distribution center. A highly specialized
organization placing at your command the finest SERVICE that skill and willing-
ness can offer.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our
private side and free switching to Fort Worth's eleven Trunk Line Railroads—in
Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years
BINYON-O'KEEFE For 60
Tireproof Storage Co. Years
Associated with Distribution Service, Inc.



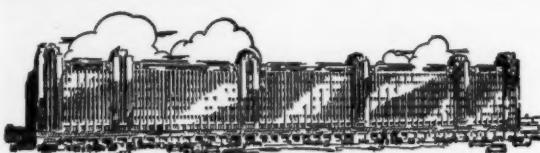
For the convenience of shippers, this section is arranged geographically

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.
255 W. 15th St. Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg. Merchandise storage—pool car distribution, daily motor freight lines. Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

HOUSTON, TEXAS

BINYON-STRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

HOUSTON CENTRAL WAREHOUSE CO.

ALL MODERN FACILITIES FOR EFFICIENT
WAREHOUSING AND DISTRIBUTION OF MERCHANDISE
HOUSTON'S MOST CENTRALLY LOCATED.

New York Rep.
ALLIED DIST., INC.
Phone: Penn. 6-0968

Chicago Rep.
ALLIED DIST., INC.
Phone: MON. 5531

HOUSTON, TEXAS

HOUSTON PORT WAREHOUSE CO.

Merchandise Storage & Pool Car Distribution

Operating three hundred truck units serving Texas, Oklahoma, Louisiana, and Arkansas. Full cargo insurance.

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded

Office Space Pool Car Distribution

Display Space Lowest Insurance Rate

New York Representative
Phone PLass 3-1235

Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses
Merchandise Storage and Distribution
Operators—Houston Division
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution
— U. S. Customs Bonded —
— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad Street
Members A.W.A. and State and Local Associations.

Chicago Representatives:
DISTRIBUTION SERVICE, INC.
219 E. North Water St.

HOUSTON, TEXAS

IN HOUSTON

Westheimer Transfer and Storage Co., Inc.

Fifty-four Years of Dependable Service
SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY
Benj. S. Hurwitz Agent for Allied Van Lines, Inc. Members N. F. W. A.

President

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service

over 50 years of satisfactory service
Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.
BONDED FIREPROOF

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.
HOUSEHOLD MERCHANTISE
COLD STORAGE CARTAGE

DISTRIBUTION
INSURANCE RATE — 10c
Members of 4 Leading Associations

SAN ANTONIO, TEXAS



SOUTHERN TRANSFER CO., INC.

FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

Johnson of Ft. Worth Moves

The Johnson Storage & Distributing Co. and the Johnson Motor Freight Lines have moved into new quarters at 801 W. Vickery Blvd., Fort Worth, Tex. The new building is a two-story brick and concrete structure containing about 10,000 sq. ft. of dry storage space and 56,000 cu. ft. of cold storage space. The cold storage space is divided into nine cold storage rooms in which the temperature can be brought down to freezing. Dry storage on the first floor is easily accessible to both truck docks and railroad siding.

Along the east side about two-thirds the length of the building is the truck dock which will accommodate about fifteen trucks at one time. Trackage in the rear will accommodate four box cars at a setting. A dock runs the complete width of the building for unloading and loading purposes.

The Johnson Motor Freight Lines operate 105 motor trucks and forty-three trailers.

Southwest Convention, Oct. 7-9

The Southwest Warehouse & Transfermen's Assn., Inc., will hold its 20th annual convention, Oct. 7-9, inclusive, at the Rice Hotel, Houston, Texas.

Representation o o o

Wald Transfer & Storage Co., Inc., of Houston and Galveston, has appointed Bay Terminals, Inc., Newark, N. J., as its New York and New Jersey representative.

Death Removes J. H. Haskell.**Warehouseman, Rice Authority**

JAMES HEYWARD HASKELL, secretary, treasurer and operating executive of Charleston Warehouse & Forwarding Corporation, Charleston, S. C., died on Aug. 1 at his home, 18 Limehouse Street. He was a member of the Southern Warehousemen's Association and had served as president of the South Carolina Warehousemen's Association.

Long a leading figure in the South's rice-planting industry, Mr. Haskell was born in Charleston on Dec. 28, 1871, a son of William Elnathan Haskell and Emma Barnwell Heyward Haskell. He received his education at the Porter Military Academy, John Gadsden's School for Boys in Summerville and the University of the South, Sewanee, Tenn. In 1895 he married Miss Harriet Perry, of Summerville.

Member of a family long socially prominent in South Carolina, Mr. Haskell for a quarter-century was one of the most active rice planters of the Cohabee River region, at The Bluff, Greenpoint, Myrtle Grove and Twickenham. Returning to Charleston after the decline of the rice plantation industry, he established a warehouse company which he conducted for a number of years. In 1920 the present Charleston Warehouse & Forwarding Corporation was organized and Mr. Haskell continued actively in charge.

Joseph W. Newby

Joseph W. Newby, general traffic manager of the Davidson Transfer & Storage Co., Baltimore, Md., and a member of the National Rates and Classification Committee of the American Trucking Assns., Inc., died recently at the age of 54. He became associated with the Davidson firm in 1932.

Indianapolis Warehouse Strike In Process Of Early Settlement

State, county and labor officials were holding a series of conferences in August in order to effect an early settlement of the strike among three public and seven wholesale grocery warehouses in Indianapolis. The strike originated by the Chauffeurs and Teamsters

WACO, TEXAS**TEXAS FIREPROOF STORAGE CO.**

225-227 So. 11th St.

Modern Merchandise and Household Goods Storage

Free Switching, Eight-Car Private Siding,

Storage-In-Transit Privileges, Branch Office Facilities,

Pool Car Distribution, Household Goods Transferred,

R. B. Albaugh, Pres.

Established 1923

Member of AWA—NFWA—AVL—SWA—ACW

WICHITA FALLS, TEXAS**Wichita Falls Fireproof Warehouse**

(Reinforced concrete)

Motor Freight Service to All Territory**Tarry Warehouse & Storage Company, Inc.**

Members { National Furn. Warehousemen's Assn.

Southwest Warehouse & Transfermen's Assn.

See TYLER-TARRY-FAGG Co. Associated

OGDEN, UTAH

Member of A.W.A.

Western Gateway Storage Co.

Warehousing in all its branches

POOL CAR DISTRIBUTION**MERCHANDISE AND COLD STORAGE**

Ogden is the Gateway to the Inter-mountain West

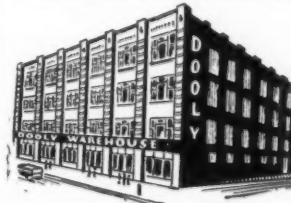
SALT LAKE CITY, UTAH**CENTRAL WAREHOUSE****Fireproof****Sprinklered**

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH**DOOLY TERMINAL WAREHOUSE****"IT'S THE LOCATION"**

213 So. First West St.



FACILITIES—55,000 sq. ft.; Slow burning, brick, steel and mill const.; Floor load 250 lbs.; Sprinkler sys.; A.D.T. 14; private watchman; insurance rates 14c.; Interurban Electric siding; free switching from all R. R.'s.

SERVICE FEATURES—Bonded, Pool car distributor, Merchandise storage; collections made and prompt payment.

paid; extending all services of a branch house except the actual selling. Free pick-up and delivery service from warehouse to transportation depots. Office space.

ASSOCIATIONS—Utah Warehousemen's Assn.

IDEALLY LOCATED—On the edge of Salt Lake's business and financial district and right in the center of the jobbing section—in the heart of the business activity, and the most desirable location in Salt Lake City.

Our negotiable receipts are accepted by banks as collateral against Merchandise stored in warehouse. Prompt delivery service.

**SALT LAKE CITY, UTAH****Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space

Insurance Rate 14 Cents

JENNINGS-CORNWALL WAREHOUSE CO.

Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco**SALT LAKE CITY, UTAH****M. A. KEYSER FIREPROOF STORAGE CO.**

328 West 2nd South

72,000 square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.

Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mds. in storage. Free P. & D. service over rail and truck lines.

Member AWA—NFWA—UWA—AWI

SEATTLE, WASH.

ABC STORAGE CO.

Estab.
1909We Make a Specialty of Storage for
Agents, Brokers, and General
Business HousesPrivate Siding. Shipments Via Any Railroad. Pool Car Dis-
tribution. Sales Representation. Labeling, Grading, Sorting,
Boxing. 304 So. Alaskan
Motor Freight
Terminal Way

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE
OPERATING 65 AUTOS Since 1889

Members of NFWA—ACW—WSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS

Northwest
DistributorsSeattle—Tacoma—Portland
Seattle, 2030 Dexter Avenue
Dean C. McLean, Mgr.

SEATTLE, WASH.

OLYMPIC WAREHOUSE
& COLD STORAGE CO.

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 144,000 cu. ft.; Dry storage, 60,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rates: 12.5c. Siding connects with all rail lines.

SERVICE FEATURES: Bonded U. S. Customs; State; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service).

REPRESENTED BY—Central Distribution Bureau: Chicago and New York.

ASSOCIATIONS—A.W.A. (C.S.); Wash. State Whmns. Assn.

OTHER DATA—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.



1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

SEATTLE, WASH.

TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.
New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY

1990 Railroad Avenue

GENERAL MERCHANDISE
STORAGE100,000 sq. ft. capacity
Established 1900POOL-CAR
DISTRIBUTORSU. S. Customs Bond
Free Switching

SEATTLE, WASH.

WINN & RUSSELL, INC.

1014 Fourth Ave., South

General merchandise storage and distribution

Located in the center of wholesale and jobbing district
Low insurance rates Office and desk space
Member—A. W. A.—Allied Distribution, Inc.

SPOKANE, WASH.

BEKINS
MOVING & STORAGE CO.S. 151 Adams St.
R. K. McELWEE, Mgr.Satisfaction
Assured

SPOKANE, WASH.

Millard Johnson
Pres.W. B. Fobbs
Secy.Consign to
SPOKANE TRANSFER & STORAGE CO.
A. W. A. 308-316 Pacific Ave. N. F. W. A.Merchandise Department
Largest Spot Stocks in the
"Inland Empire,"
(67,000 sq. ft.)Household Goods Dept.
Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Drayage Storage Distribution

Located in Center of Wholesale
and Jobbing District
General Merchandise Storage

HUNTINGTON, W. VA.

THE SHIPPING CENTER for

4 STATES

Ohio Kentucky Virginia West Virginia

Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions. A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

HUNTINGTON WAREHOUSE CORP.

1639-41-43-45 Seventh Ave., Huntington, W. Va.

Member of A.C.W.—A.W.A.

ATTENTION
DISTRIBUTORS

For the past fourteen months new warehouse advertisers have appeared in each succeeding issue of D and W—Don't depend on the Annual Warehouse Directory issue alone.

GREEN BAY, WIS.

LEICHT TRANSFER AND STORAGE CO.

Established 1903

100 South Broadway

Merchandise Distributors and Household Goods
Forwarders.Haulers of Cement and Contractors Equipment and Heavy Machinery
to All Points.
U. S. Customs, Warehouse, State and Public Bonded.
Waterfront Facilities; Private Siding CB&W.
Wood Pulp a Specialty. Pool Car Distribution.
Members of MayWA—WisWA

LA CROSSE, WIS.

La Crosse Terminal Warehouse Co.

GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents,
brokers, and general merchandise houses.
Free switching service
Large fleet of Vans and Delivery Trucks
We give prompt service
430-434 SOUTH THIRD STREET

MADISON, WIS.



MRS. ROBERT M. JENKINS, Pres.

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch
Fireproof Building 85,000 Square Feet
Pool Car Distribution by Truck or Rail
Private Siding Milwaukee Road,
Free Switching All Roads
Established 1896

MILWAUKEE, WIS.



in Milwaukee

United States Government
Bonded. State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street

San Francisco—625 Third Street

MILWAUKEE, WIS.

HANSEN
STORAGE CO.

Largest in Wisconsin
18 Warehouses
Specializing in—
Merchandise Distribution
and Complete
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE

ESTABLISHED 34 YEARS
850 Foot Dock

MILWAUKEE, WIS.

LINCOLN

FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE RAILROAD SIDINGS
OF EVERY AND
DESCRIPTION DOCKING FACILITIES

LOCATED IN HEART OF BUSINESS DISTRICT

OFFICES: 206 W. HIGHLAND AVE.

Member of A.W.A.—W.W.A.—N.F.W.A.



MILWAUKEE, WIS.

"MILWAUKEE'S
FINEST"NATIONAL WAREHOUSE
CORPORATIONServing the Nation's
Leading ShippersEVERY PHASE OF
GENERAL
MERCCHANDISE
WAREHOUSING
and
DISTRIBUTION—C.&N.W.R.R.
Sidings—

OUR PROPERTIES—BONDED—RESPONSIBILITY

New York Office Tel. Murray Hill 2-7645
Chicago Office Tel. Franklin 6263

RACINE, WIS.

In
Racine!The Racine Terminal Warehouse offers every
storage and distribution facility. Modern fire-
proof building especially built for warehouse
service. Motor freight terminal. Private rail
siding. Dock facilities. Experienced and re-
sponsible management.Merchandise Storage—Moving—
Packing—ShippingRACINE TERMINAL WAREHOUSE & TRANSFER COMPANY
1 to 7 Main Street, Racine, Wis.Larger Quarters for Milwaukee
Transfer & StorageThe Milwaukee Transfer & Storage Co. has leased
larger quarters at 302 N. Jackson St., Milwaukee. The
new quarters contain 40,000 square feet of floor space
in its three stories and basement. E. J. Lindsey, man-
ager, declared that improved business made more floor
space essential.Wisconsin Brewers Exempted From
Municipal PermitAn amendment to the Wisconsin statutes exempting
brewers manufacturing, possessing or storing fer-
mented malt beverages on brewery premises or trans-
porting fermented malt beverages between such
brewery premises or any depot or warehouse main-
tained by such brewer for which he has a wholesaler's
license, from securing a permit from a municipality
has been approved by Gov. Philip F. La Follette.Foreign-Made Goods
Could Be Banned

GOODS made in Japan or other countries under
low working standards could be prohibited
from entering the United States under one version
of the Black-Connery wage and hour bill. It would,
apparently, give the Labor Standards Board author-
ity to prohibit the interstate shipment of goods
produced in countries with low working standards.
The authority is not given affirmatively in the Con-
nery bill and is not contained at all in the Black
bill. It came about through elimination of just
three words in the text of the Connery bill.

These three words were, "in any state," and came
in the definition of "produced," carried in the bill.
The Black bill defines produced as meaning, "pro-
duced, manufactured, mined, handled, or in any
other manner worked on in any state," and continues
to the effect that any employee shall have been
deemed to have been engaged in the production of
goods if engaged in production, etc., "in any state."
The Connery bill simply omits the three words,
thus giving the board jurisdiction over goods no
matter where produced.

CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE
JOHNSTON
 National Storage, Ltd.
 STORAGE — CARTAGE
 FORWARDING — DISTRIBUTING
You Can Buy No Better Service

LONDON, ONTARIO

FIREPROOF WAREHOUSES LIMITED

Merchandise storage and distributors. Furniture storage with local and long distance cartage service. Siding from C.N.R. and C.P.R., with interswitch from Michigan Central. We own and operate two fireproof constructed warehouses with low insurance.

OTTAWA, ONTARIO



A. Geoffrey Fournier, Pres. & Gen. Mgr.

Fournier Van & Storage, Ltd.
 114 RIDEAU ST.

Household Goods Storage, Moving and
 Packing

Three warehouses—Private Siding—Free Switching all roads.
 Ottawa's Oldest and Most Reliable Crating House.
 Established 1863

THOROLD, ONTARIO

DISTRIBUTE IN CANADA

FROM THE WELLAND SHIP CANAL AREA

A terminal point for all the Canadian package freight lines; New York State barge canal and direct shipping to ocean ports. We offer the most central location in Canada for distribution by water. Also Canadian National Railways and trucking connections.

INDUSTRIAL SITES AVAILABLE. INQUIRIES INVITED.
 NIAGARA DISTRICT WAREHOUSE and FORWARDING CO., Ltd.

Demurrage as a Result of Floods

A probable saving of thousands of dollars in demurrage charges to shippers, particularly in the Ohio and Mississippi Valleys, is seen as a direct result of the action of the Interstate Commerce Commission in granting the joint request of the National Industrial Traffic League's demurrage committee and the Association of American Railroads to waive collection of such charges which accrued on account of the recent floods in those areas.

The railroads have been ordered to refund the amounts collected in demurrage charges during the period from Jan. 2 to March 31, 1937, in instances where the charges would not have accrued under the revised rules which became effective on April 1. The order directs the railroads to file appropriate statements with the Commission describing the cars upon which the adjustments are sought under its provisions.

For the convenience of shippers, this section is arranged geographically

TORONTO, ONTARIO

TERMINAL WAREHOUSES LIMITED

SUCCESSORS TO
 CANADIAN RAIL & HARBOUR TERMINALS LIMITED
 Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold STORAGE Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching. Peel Cars to All Major Distributing Points

TORONTO, ONTARIO

C. F. B. Tippet, Pres.

Tippet-Richardson, Ltd.

218 FRONT STREET EAST TORONTO, ONT.
 Furniture Crating Long Distance
 Storage and Shipping Moving

MONTREAL, QUEBEC

Morgan Trust Company

Furniture Two
 Storage Warehouses

For 90 years
 connected with Montreal business.



1455 UNION AVENUE



MONTREAL, QUEBEC

Established 1903
 W. G. KENWOOD, Pres. & Gen. Dir.



Westmount Transfer & Storage Ltd.
 205 Olivieri Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage
 CRATING, PACKING and SHIPPING
 Charges Collected and Promptly Remitted
 Member: N. F. W. A., C. S. & T. A.

MEXICO

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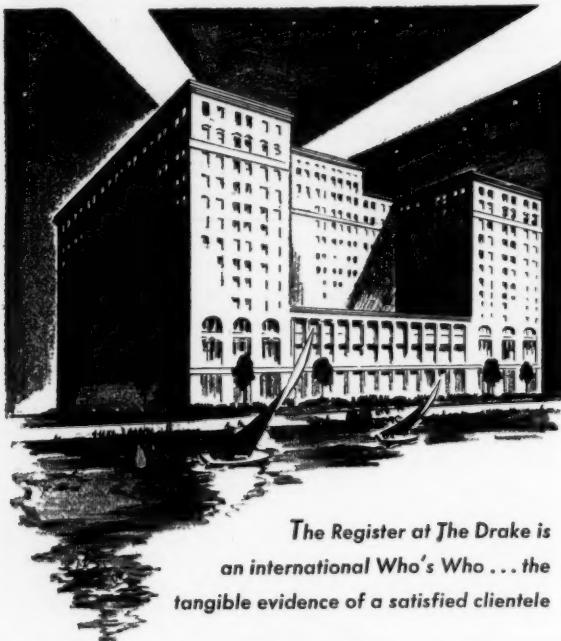
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Associated Warehouses, Inc., Appoints Montreal Associate

Associated Warehouses, Inc., announces the appointment of Montreal Refrigerating & Storage, Ltd., 1100 Craig St., East, Montreal, Canada, as a Montreal associate.

Fire Loss of \$335,000 at Philadelphia P.R.R. Pier

Fire, probably starting from spontaneous combustion, swept the Pennsylvania Railroad's Philadelphia 500-ft. piers on the Delaware River, Aug. 14. Damage is estimated at \$335,000 to the pier and \$15,000 to freight, aside from motor trucks wholly, or partly destroyed. Rebuilding will begin immediately. Meanwhile, re-roofing is being done over another pier, No. 14.

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